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## LEASEHOLD KNOWLEDGE PARTNERSHIP TO FIGHT EXPLOITATION BY AGENTS

# MP joins battle to keep charges fair for tenants

THANET MP Laura Sandys is pressing the Government to stop the exploitation of hundreds of private tenants living at the mercy of managing agents.

Leasehold residents ranging from vulnerable elderly people in sheltered accommodation to single 30-somethings in managed blocks of flats have complained about excessive service charge fees and expensive – and often unnecessary – renovations forced on them.

The problem has spiralled national-

By **MARIJKE COX**

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ly, prompting campaigners to start a consultancy firm called Leasehold Knowledge Partnership to help tenants who feel they are being exploited by managing agents.

Ms Sandys, MP for Thanet South, has joined forces with the group after receiving hundreds of complaints from residents in Sandwich and Thanet – many of whom are elderly – who had come up against problems.

Locally, a campaign group called Thanet Eight has been set up, focusing specifically on eight managed

blocks of flats across the area.

Ms Sandys met with the national campaign group to discuss the growing issue.

She said: "Inquiry after inquiry has exposed the exploitation of those in managed accommodation.

"For several years, I have been campaigning to bring fairness and transparency to those living in privately managed housing.

"I have been contacted by hundreds of – often elderly – residents across Thanet and Sandwich who have faced excessive service charges; expensive and often unnecessary renovations;

CONTINUED ON PAGE 2



MP Laura Sandys has spoken out against managing agents getting away with charging increasingly high maintenance fees to private tenants



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# County Hall to cut 1,500 jobs in bid to save £95m

By **STEVE KNIGHT**

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KENT County Council has approved a £95 million savings plan that could result in the loss of up to 1,500 jobs over the next three to four years.

A 10 per cent cut in the amount of cash it receives from the Government has left the authority with a financial mountain to climb, with critics predicting a rapid decline in the level of service currently provided.

The KCC budget for 2011-12 was signed off by the council on Thursday, when it was also confirmed that council tax will be frozen for a year.

Cabinet members have warned that the authority will have to make efficiency savings of £39m from having fewer staff, and that policy changes – such as cutting the amount spent on the Connexions service for young people – will save an additional £35m.

The council also plans to increase social care charges, slash £2.6m funding for children's centres, and double the price of the popular Freedom Pass travel scheme for most young people from £50 to £100.

However, a brief respite has been granted to users of "uneconomic" bus routes who learned that funding will continue until the end of 2011.

Labour group leader Cllr Leslie



**BIG PICTURE: Cllr Paul Carter**

Christie said: "The Conservative group is behaving irrationally while failing to protect the people of Kent from the worst excesses of the Tory-led Government."

"On the one hand it proposes to set up a new fund of £5m just to support the Government's aspirations for the so-called Big Society, while simultaneously taking money from children and the elderly."

"This is Kent Tories' idea of the Big Society – to spend millions to support David Cameron's woolly dreams while threatening our children's life chances and denying choice to the elderly."

Despite the huge savings KCC still plans to spend £763m over the next three years, including £174m on roads and £361m on schools. This

year it will pump an extra £6m into children's social services and £9m into elderly and adult social care.

Lib Dem group leader Cllr Trudy Dean criticised the level of detail in the budget.

"There are many sections we don't know anything about," she said. "There will be lots of reviews of various services but we're not being told for what purpose."

"Are we talking about closing youth centres or cutting funding for voluntary organisations? We don't know. Does the cabinet know? Either way, we are being kept in the dark."

"But it's clear the people being hit hardest are our staff. Our staff are as important as Pfizer's so it's important we say goodbye to them properly."

The budget was approved on Thursday following several hours of debate, with 55 voting in favour and just nine against. One councillor abstained.

KCC leader Cllr Paul Carter said: "Staff reductions are not easy for any of us and we will do all we can to reduce compulsory redundancies as far as possible."

"The pound in all our pockets is shrinking but we have to look at the big picture – £95m and £65m over the next two years has to be found in these difficult and challenging times, and this council is doing its best to restore the country's public finances."

• For more Kent stories see [www.kentnews.co.uk](http://www.kentnews.co.uk).

## New homes get go-ahead on site of former school

PRELIMINARY proposals to demolish Ellington and Hereson School in Broadstairs and replace it with 150 new homes, have been given the green light.

The outline went before council planning chiefs last week and will now be subject to the approval of a legal agreement.

Proposals for the Ramsgate Road site would see the existing school demolished and replaced with 150 houses, including terraced, semi-detached and detached, and ranging from two-bedroom to five-bedroom in size. A new road into the site would be created as part of the plans.

The application follows a previous one in autumn 2010, which was rejected by the committee because of concerns about access. Following this, changes were made.

Members approved the plans, but

subject to a legal agreement, which will set out the contribution the developers need to make to community facilities in the town and the level of affordable housing that will be required at the site.

After hearing people's views on the application, the committee also decided to add in a condition, which means that no windows will be allowed above the ground floor level in homes built along the boundary of the site with Dumption Park Drive. This will help to stop neighbouring properties being overlooked.

The detailed planning application, which will include the layout and design of the houses, will next go before the planning committee for a final decision.

Meanwhile, plans for a new community centre in Pierremont Park, Broadstairs, have been given the go

ahead, subject to an existing building on the site being removed.

Planners agreed the application for the community centre, but asked officers to add a new condition. This would lead to the demolition of the former Age Concern building.

The application will also see the demolition of Park Hall, which will be replaced by a much larger two-storey community centre. This would have a main hall with a stage, which can also be used as a badminton court. Other facilities provided would be four meeting rooms, a kitchen and snack bar and toilets.

Cllr Ken Gregory, chairman of the planning committee said: "It's clear the community centre would be a valuable resource for residents and therefore the benefits would outweigh the concerns that we heard people raise."

## MP wants an honest service for tenants

CONTINUED FROM FRONT PAGE

and obstacles put in the way of forming active residents associations."

Ms Sandys said over the coming months she would work with Leasehold Knowledge Partnership to campaign for the government to regulate the industry.

"We need to ensure that the man-

aged housing we are trusting our loved ones in is transparent and not there to make excessive profits from those expecting an honest service," she said.

"A strategy is being put in place to achieve these goals and we will be seeking a meeting with the minister (housing) Grant Shapps MP to

press the need for change."

Common problems faced by leasehold tenants are soaring management fees with no explanation for what the charges are for and managing agents using their own companies for maintenance and insurance services which could be bought cheaper elsewhere.

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# Employment fears as trend shows fall

By **MATHEW BEECH**

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UNEMPLOYMENT figures are down on this time last year, according to the latest statistics, but a rise over the last six months is concerning business chiefs.

The Office of National Statistics revealed the year-on-year comparison between January 2010 and January 2011 revealed almost 100 fewer people claiming unemployment benefit.

But since June last year, the figures have been climbing, prompting fears the Isle could be facing a new employment problem. To make matters worse, the council say initiatives to find work will be cut back due to Government funding reductions.

The issue is unlikely to be helped by the decision of Pfizer to withdraw from Sandwich, in addition to cuts to the public sector.

In January this year, 4,284 people were claiming Jobseeker's Allowance, down by 88 compared to the same time in 2010.

However, unemployment has been rising steadily since June 2010, with an additional 373 now out of work.

Thanet District Council believes this will get worse as Government spending cuts hit.

A spokesman said: "There is a limited amount we can do when massive cuts are being made to our budget.

"We have had a number of projects over the last few years, which are coming to a conclusion, and we won't be able to start them up again.

"We have had to save £1.64 million this year, so there is not much left in the budget to do anything."

However, not everyone was full of doom and gloom.

The Thanet and East Kent Chamber of Commerce believe that,



despite the poor economic climate and the Pfizer closure, there are still good times ahead.

David Foley, CEO of the chamber, said: "The short-term figures are less important than the long-term figures and if you compare year-on-year, there has been a five per cent decrease in the number of people out of work.

"This is moving in the right direction and roughly matches the national average in areas such as manufacturing."

Despite the bleak outlook in terms of the local economy and the jobs market, Mr Foley believes that Thanet has great potential to prosper.

He said: "There are three things we can do to give the area a boost.

"Firstly, we need to improve the access, which is critical.

"Secondly, we can get jobs from

other areas, such as Manston airport.

"For every one million passengers an airport can handle, it creates up to 1,000 jobs and if plans go ahead, Manston will be handling up to five million passengers.

"Thirdly, we need to look at other things as well. We have many brilliant small companies and exporters benefiting from the exchange rates.

"On March 11, Thanet and East Kent Chamber is hosting a business breakfast, entitled Life after Pfizer, which has some important guests.

"The Turner Contemporary gallery is opening soon and they have done a wonderful job there.

"We also have a number of world leading companies here, such as TV1 and Cummings, and we need to get the message out about how great Thanet is."

**BLOW:** About 2,400 jobs will go when Pfizer closes down its Sandwich plant, but the knock-on effect could cost another 3,000 jobs in the area

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## Bravery at sea rewarded

A MARGATE lifeboat volunteer who has spent the last two decades risking life and limb to help save those in trouble on the sea has received a special commendation.

Pat Samme, a 47-year-old Margate resident, first joined the crews of the inshore and all-weather RNLI lifeboats in May 1990 and has served as a crewman, navigator and helmsman for the sea rescue charity ever since.

Trevor Lamb, the Margate lifeboat coxswain, presented him with his long service badge at a recent ceremony at the beach station.

Paul Hodson, operations manager, said: "Pat is typical of the army of volunteers the RNLI relies on to crew lifeboats around the coast.

"He joins others on the crew who willingly give their time and commitment saving life at sea."

Mr Samme spent many years working as a commercial fisherman



**AWARD:** Pat Samme (fourth left) with other members of the Margate RNLI lifeboat crew including Kevin Andrews, second coxswain (fifth left)

in Kent and around the UK, and is currently a crewman on a support vessel for the offshore wind farm industry.

Long periods at home between duties mean he is often available

when the lifeboat pager rings.

Mr Hodson added: "With fewer volunteers now coming from a maritime background, Pat's experience is valuable in developing the knowledge and skills of other crewmen."

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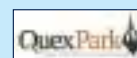
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# Councillors' pay hike revealed by budget

By **MARIJKE COX**

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TOWN hall chiefs have defended a staggering rise in councillors' allowances, after new figures revealed payments had increased by as much as 82 per cent over the last five years.

Statistics for Dover District Council showed the total in allowances paid each year had risen from £172,000 in 2004/05 to £313,000 in 2009/10.

The 82 per cent increase put the authority sixth in a list of the top 20 local authorities where payments had rocketed.

Canterbury City Council and Thanet District Council were also in the list, with increases of 71 per cent and 62 per cent respectively.

Councillors' basic allowance – which is separate from expenses – covers payment for things such as child care and allows for members to conduct constituency duties.

A spokesman at Dover council said it was important to have an allowances scheme which allowed the authority to attract councillors from all walks of life.

He also stressed that basic allowance had been frozen for the last three years and the 2011/12 draft budget proposed a 10 per cent reduction.

A 10 per cent drop was also proposed for special responsibilities allowance, which is paid on top of the basic members' payment for duties such as leader and chairman.

The DDC spokesman said: "An independent remuneration panel regularly reviews the allowances paid to ensure they are at a reasonable level.

"When considering allowances across a number of authorities, it is important to see them in real terms, not just in percentage terms.

"In 2004/05, DDC had the second lowest members' allowances budget in Kent out of 12 district and borough authorities at £171,790.

"By 2009/10, DDC's allowance had risen to £312,827.65, which was the fifth lowest in Kent."

The basic allowance is currently £4,224 a year – £350 a month – for 45 councillors.

Tory leader Paul Watkins receives £22,129, including the basic allowance, special responsibility allowance (SRA) of £16,479 and trav-



**CASHING IN:** Councillors' allowances have risen by 82% over five years

el and subsidy claims of £1,425.

The DDC spokesman said the leader's SRA had been frozen for the last three years and was the fourth lowest in Kent.

The figures were revealed as the council's draft budget was being considered by cabinet members.

Government grant reductions have left a £3.2 million hole in the authority's finances over the next two years.

Proposals to cut services, including street lighting, CCTV and dog warden hours, have been included in the draft budget, which will be discussed at a full council meeting on March 2.

A pay freeze is also being implemented for staff, along with the possibility of some 120 redundancies.

Figures for Canterbury City Council showed the total paid out in members' allowances since 2004/05 had risen from £226,000 to £386,511.

Thanet District Council's payments had increased from £227,000 to £367,000 over the same time period.

Director of the Taxpayers' Alliance, Matthew Sinclair, said authorities should be working to deliver better value to hard-pressed families and start reversing their increases. "Some Kent councils seem to have been particularly generous and awarded themselves much higher allowances over the last five years. It can't only be staff and taxpayers who feel the pinch."

• **For more Dover stories see** [www.yourdover.co.uk](http://www.yourdover.co.uk).

## Ferry passengers' boost for sealife

HUNDREDS of thousands of pounds have been raised for a wildlife charity by cross-Channel travellers.

Passengers on SeaFrance's Dover-Calais ferries have raised £500,000 for the Marine Conservation Society in less than three years.

SeaFrance took on the role of lead sponsor of the Marine Conservation Society Beachwatch project in May 2008. Managing director, Robin Wilkins said: "We are completely overwhelmed by the fact we have been able to raise so much money for the Marine Conservation Society.

"Most of the money raised has come through our customer donation scheme and it's incredible to think that we have been able to raise over half a million pounds for the charity."

Marine Conservation Society director, Sam Fanshawe, said: "Beach litter has increased dramatically over the last two decades, and plastic litter in particular has become a massive issue for marine wildlife.

"The money raised by SeaFrance will help us to continue to expand our Beachwatch programme and allow us take action on the issue, from grass roots to Government."

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## Lifting mask of skin disease

AN AWARENESS campaign to educate people about skin disease is hoping to pave the way for a new charity.

Skin Deep – Behind the Mask, will be held at the Light of India in Townhall Street, Dover, on Saturday, March 26, with a subsequent event in Park Lane, London, later in the year.

The Bollywood glamour night will see a fashion show, live music, dance acts and a charity auction at the Indian restaurant, which has been backing the campaign.

Organiser Shabana Islam said: "One of the reasons I have put these events together is to raise awareness and educate people in understanding how skin diseases can affect people's lives.

"I need to raise £5,000 to set up Skin Deep – Behind the Mask set up as a registered charity, which will allow me to help



sufferers like myself and offer support and knowledge on how they can manage their condition, co-ordinate workshops and set up support groups."

Auditions will be held for models wanting to appeal in the fashion show.

For more information, call 07816 869 762.







# County could become hub for science and technology

By **GARETH ARNOLD**

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## COULD Kent become the national centre for science and technology?

As politicians and industry bosses ask what next for the Pfizer site after the pharmaceutical giant confirmed it was pulling out of its Sandwich base, the county's expanding technology industry is set to play a key role in the regeneration of deprived areas of Kent.

And Swale could find itself at the heart of it. Cabinet member for regeneration and economic development at Kent County Council, Kevin Lynes, said: "We have been doing a huge amount of work looking at bringing in new technology, green technology and other new industries, and trying to make Kent the kind of place these companies will want to come to."

### Benefits

"I'm spending a lot of my time at the moment trying to attract people like London Array, who have built the largest off-shore windfarm in Europe off the Kent coast."

The new Sandwich Economic Development Task Force has been formed to shape the future of the Pfizer site, and one of the many suggestions being considered by the group is turning the state-of-the-art facility into a science and technology park.

Other tech industry bosses welcome the potential benefits another large science park could bring to the county.

Kent Science Park in Sittingbourne has intent to grow.

Site director James Speck said: "The situation at Pfizer is complex and like everybody else we want a solution that keeps the talent and jobs in Sandwich."

"We welcome [a science park] because it can strengthen the profile of Kent being a location for high-tech knowledge businesses. It would help to fill the void created by Pfizer, whilst creating opportunities for companies in Kent to collaborate and prosper."

"The important thing for us all to focus on is keeping the jobs in Kent. We must do everything we can to avoid losing the talent, the jobs or the spin-out business opportunities."

"It is, however, a question of what Pfizer end up doing with their site. If it is closed down and there are scientists who are able to spin-out their expertise by setting up a business in Kent, then Kent Science Park has the business support services and range of specialist laboratories, once occupied by Pfizer, available."

"This would mean far less disruption to the families of Pfizer employees should a spin-out business opportunity be a reality."

Mr Speck's feelings have been echoed by other hi-tech business centres, which think Kent could even attract European firms.

Karen Williams, assistant manager of Canterbury Innovation Centre, said: "We wouldn't see it as competition in any way. Anything that attracts more technology and science business and jobs to Kent is a good thing; good for people who live here, good for Kent and good for business."

"Another large site would help attract more business to the county from other parts of the country, and even international businesses. We



**REGENERATION:** Science park would attract high-tech companies to the county

are always building links with France, Belgium, Germany. Another large science park would only strengthen that.

"It is an absolutely massive site with amazing facilities. In the right hands it could become a really attractive location for technology and science businesses."

But the county faces some stiff competition. Some regions in the north of England were provided with cash to woo big business under the Labour government's Assisted Area Status. This money allows them to offer tax breaks and golden hellos to encourage big players to locate.

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# TV show is divorced from reality, say angry gypsies

By **MARIJKE COX**

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IT BECAME cult viewing for millions, giving a glimpse into the secretive world of gypsy and traveller life.

But as Channel 4's Big Fat Gypsy Weddings came to an end on Tuesday, traveller and gypsy communities across Kent said they had been left to pick up the pieces of their tattered reputation.

Chairman of the Gypsy Council, Joe Jones, who lives in Canterbury, said the series had belittled them and created animosity between Romany gypsies and Irish travellers, where some felt a minority had misrepresented the two groups.

"What Channel 4 claimed was a documentary showed extremes of gypsy and traveller life. It wasn't realistic, it was based on stereotypes," he said. "Channel 4 has belittled us and made us a mockery. I've spoken to gypsies across the country who are disgusted with the programme."

"There are gypsy and traveller children at school who are feeling animosity from people who watched it."

About 15,000 gypsies and travellers live in the county, many in houses and others in caravans on the 17 council-run sites across Kent.

The population comprises mainly English Romany gypsies, some Irish travellers and a small number of Scottish and Welsh travellers.

Mr Jones claimed Channel 4 cherry-picked rich gypsies and travellers from across the



**SCREEN HIT:** But TV's Big Fat Gypsy Wedding series has angered some in the traveller community

country who could afford extravagant weddings to ensure compulsive viewing.

"Gypsies' weddings are a lot more low-key – what they showed were the extremes," he said.

He also claimed producers were selective in what they chose to show, leaving out true representations of gypsy and traveller life.

Big Fat Gypsy Weddings – which Mr Jones said should have included the word traveller in the title – attracted about eight million viewers.

Channel 4 defended the show, saying: "The

series features a mix of Irish travellers and Romany gypsies and the programme makes a clear distinction between these groups.

"The series is an observational documentary and made predominantly from the perspective of gypsies and travellers talking about their own experiences. We intentionally avoided many commonly held stereotypes and attempted to provide a balanced view."

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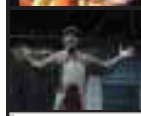
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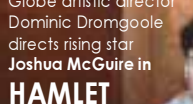
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# A matter of life and birth

**A recent shake-up of maternity care across the county is having repercussions, as JENNA PUDELEK discovers in this special report**

**SOARING** birth rates and a shake-up of services in the west of the county are set to put pressure on stretched maternity units.

To keep caring for mothers and babies safely in east Kent, the NHS hospitals trust has been forced to close two of its midwifery-led birthing centres.

Extra midwives have been sent to the William Harvey Hospital in Ashford to cope with the huge number of births there and it is estimated that about 50 more of the specialist nurses would be needed to keep all maternity services running.

Meanwhile in west Kent, health secretary Andrew Lansley has approved controversial plans to centralise women's and children's services at the new £235 million super-hospital at Pembury.

Consultant-led obstetrics and paediatrics will be there while Maidstone Hospital will have a new midwifery-led birthing centre, set to open in September.

Women have the right to choose where and how they give birth, whether it is at home, at a midwifery-led unit or at an acute hospital. But coupled with the financial constraints of the NHS, this is increasing pressure on the William Harvey.

Lindsey Stevens, head of midwifery and gynaecology nursing at East Kent Hospitals University NHS Foundation Trust, said: "There has been a rise in the birth rate over the past five years.

## Majority

"The important issue for us is that the majority of births are happening on the William Harvey site, which has more than 50 per cent of births. There is an increase in birth rates in the whole of the South East, particularly in the Ashford area. There is also a full obstetrics, paediatrics unit and a midwifery-led unit [at the William Harvey].

"Women with low-risk births can choose the midwifery unit, but they have the comfort of knowing the acute unit is just upstairs."

The trust is also aware that when consultant-led maternity services at Maidstone transfer to Pembury, some emergencies will be transferred to the William Harvey.

At the moment, the trust has been forced to close its midwifery-led birthing centre at Canterbury and is unable to open the new



**NEW LOOK:** West Kent services are being centralised at Pembury

centre at the Queen Elizabeth the Queen Mother (QEQM) in Margate due to a shortage of midwives. In 2010, east Kent had a total of 7,490 births with 4,180 at the William Harvey, including 662 in the midwifery unit, 2,745 at the QEQM, 215 at the Dover birth centre and 350 at the Canterbury centre.

"We have had to take staff over to the William Harvey. With the much higher birth rate at this site, midwives had to suspend services in one of the birthing centres," Mrs Stevens said.

The trust's review is looking at how services should be delivered across the patch, but she said it appeared women were choosing a 'co-located' birthing centre and acute unit.

"The feeling is that women are voting with their feet and choosing a midwifery-led unit," Mrs Stevens said. "They have the security of knowing all the acute services are nearby."

Nationally there is a shortage of midwives and Cathy Warwick, general secretary of the Royal College of Midwives, has warned that staff shortages "threaten safety".

Mrs Stevens said the trust's review was "all about safety". She added: "It's about making services equitable. Wherever the woman goes, she is going to get safe care. The issue for us with the William Harvey was an increasing birth rate, year on year, and a decrease at the other sites.

"It's about making sure women get the same service at the QEQM. That is why we've had to move midwives, to balance the birth to midwife ratio. We are not suspend-

ing services because of financial constraints."

However, she added: "Yes, there is a financial implication. If we had more money we could employ more midwives, but we have to be realistic. Is that really viable given the financial constraints within the NHS at the moment? We have to work through that with the PCT and GP commissioners.

"We do have to have some realism. If we could employ 50 more midwives, we would be able to continue with services as they always have been. Whether there are 50 midwives available, that we would employ at this point in time, is another question."

## Battle

In west Kent, the NHS has won a hard-fought battle to create a stand-alone midwifery-led birthing centre at Maidstone with the consultant-led services at Pembury.

For the hospital trust and primary care trust (PCT), the move is about safety. But campaigners in Maidstone fear their hospital is being downgraded due to financial constraints.

Dr James Thallon, medical director at NHS West Kent, said: "This is about changing journeys of care and the need to focus expert resources on that small number who need urgent interventions. To do that we needed to centralise services on one site."

He thought some of the controversy would die down once mothers from Maidstone have the chance to see women's and children's services at the new hospital, which opened



**PRESSURE:** Birth rates are rising at the William Harvey in Ashford

last month.

While staffing levels are causing problems in the east, Gillian Duffey, associate director of nursing and head of midwifery at Maidstone and Tunbridge Wells NHS Trust, said the trust was not suffering from a shortage of midwives.

"There is a recognised national shortage.

However, we have no vacancies and we ran most of the year with no vacancies. In 2010 we were recognised by the Royal College of Midwives and won an award for our recruitment and retention programme.

"At the moment staffing levels are good, but we can never be complacent and we strictly audit the numbers of women and midwives.

"We are investing in midwifery still to improve our ratio of women to midwives. We've managed a policy of one-to-one care, which is not something all maternity units can provide."

Meanwhile, the trusts are hoping the Maidstone midwifery-led centre will prove a popular choice for women and there is evidence that mothers-to-be are increasingly choosing less medicalised, more natural surroundings for giving birth.

Mrs Duffey added: "We have made sure the consultant-led unit at Pembury is as little medicalised as possible. We have an art director, the delivery rooms are welcoming and not 'clinical'. It is acknowledged that women relax more in home-type environment."

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# yourthanetcomment

CHRIS BRITCHER reflects on a remarkable period in history as the era of austerity kicks in



## Cuts, cuts, cuts... is there any end to the madness?

IF THERE is one word most likely to sum up 2011 it must surely be 'cuts'.

Everything is being attacked with an enormous pair of shiny coalition scissors with Messrs Clegg and Cameron riding on their back bellowing about that cursed deficit.

And right behind them, as they sail along on the blades of doom, their hair billowing in the breeze generated by a rush of air as jobs and services slump before them, there is an increasingly angry baying mob.

At first it was just those you would expect to be there. Namely, the Labour Party.

Left reeling after being rudely ousted from power, and fighting their own internal battles as to the future and policy of the party, not to mention the small issue or who was best to lead them into a brave new world, they appeared as a pretty pitiful little group. A little red-faced too, as they knew

they were partly to blame.

But, as the weeks turn into months, and the cuts show no sign of slowing, that crowd is growing.

And, more significantly, it is growing in our towns and villages. Because now is the time our councils adjust their purse strings accordingly. And for many, they can't even afford purse strings anymore.

Don't get me wrong, I'm not suggesting the UK is gearing itself up to follow in the footsteps of Tunisia, Egypt or Bahrain, but there is a real sense of unrest held firmly in place only by the classic British trait of restraint and manners.

The cut in the Government grants is hugely significant. Gone are the days when you could easily prune excess from our town

halls. That has long since been eroded as the expectation to spend our public money wisely and transparently, saw a host of ridiculous extravaganzas long since eradicated.

Today if you were to take a jaunt to warmer climes under the guise of a 'fact-finding mission', you could pretty much guarantee the local media will not think twice to raise the all important question of 'is that a good use of our money'. And with good reason.

Fritter an extra penny more of public money in this day and age and you can kiss your reputation goodbye quicker than it takes to say 'green shoots of recovery'.

What's more, the constant thread of local politics means one thing always looms large and prominent; a fear of being so

unpopular you get voted out.

And in this day and age your reputation can be over as quickly as it takes well positioned folk to Tweet about your shortcomings and for the world to know about it ten minutes later.

Across Kent we are feeling the pinch. Last week councils around the county – including the big wigs at Kent County Council – finalised what we all knew was coming: job cuts and less in the way of services and facilities.

This is when politics – often so distant and removed from everyday life – hits home. When we all feel the effects. One would hope it would persuade everyone of whatever political persuasion to realise their vote is so very significant, and that a vibrant political scene will emerge from all of this.

All we do know is that these tough times show no let up. And that baying mob chasing the scissors with the 'dastardly duo' perched on top is only going to get louder and, potentially, more ugly.

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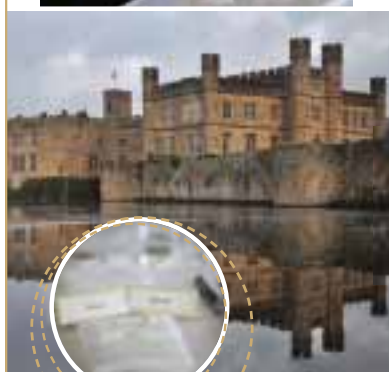


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# Potholes compensation claims treble in a year

By **MARIJKE COX**

marijke.cox@kosmedia.co.uk

**CLAIMS** from motorists for pothole damage almost trebled in just one year, according to new figures.

More than 3,400 claims were lodged by drivers in 2010, with Kent County Council paying out £56,113 so far in compensation.

The figure is expected to rise when outstanding cases are settled.

In 2009, £111,234 was paid out in compensation after 1,196 claims were filed.

A KCC spokesman said fixing dangerous potholes was the authority's top priority.

"We want to keep the roads as safe as we can for everyone," he said. "We now have twice as many crews as we would usually have working on pothole repairs – more than 60 in all."

"About half have been recruited from small and medium-sized local companies. This workforce gives a rapid response to tackling the most critical potholes. All other repairs are added to our normal work programme."

The spokesman said the pothole drive was a huge task, with Kent having 5,000 miles of roads to maintain.

"Initially, we are having a crackdown on dangerous potholes," he said. "In the spring we will carry out a much larger repair programme."

March, 2010, saw the biggest number of claims, with 899 people lodging cases with KCC.

The highest payout was £8,470, settled in May last year, which involved damage to a bike and injury to the cyclist.



**EXPENSE:** One claim alone cost the council £8,470 – the pothole blight to our roads continues

Individual payouts of £2,600 for damage to a car, and £2,200 for damage to a motorbike and injury to its owner were also listed among the biggest payouts by KCC in 2010.

In a full council meeting at County Hall recently, Lib Dem member Cllr Malcolm Robertson questioned new cabinet member for highways Cllr Bryan Sweetland about the state of Kent's roads.

In response, Cllr Sweetland said extensive work was being carried out to fix damage caused by the harsh winter weather.

He also mentioned last year's 'find and fix' campaign which saw 31,000 potholes filled.

A pothole blitz is currently underway in a £1

million drive to fix safety-critical potholes.

KCC is also planning to launch a drive to recruit firms for a repair campaign in the summer.

Leader Cllr Paul Carter said potholes – which are caused by freeze thaw when snow and ice in road cracks melts and expands causing extensive damage – were a priority.

He said: "We are investing this money wisely now to reduce what would be a bigger bill further down the road and to minimise the problems potholes can cause for drivers."

To report a pothole contact KCC on 08458 247 800 or go to [www.kent.gov.uk](http://www.kent.gov.uk).

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# Sixties pirate wins support in Commons

AN ICON of the 1960s is campaigning to make a comeback.

Radio Caroline hopes to return to the airwaves by being granted a medium wave licence.

The former pirate radio station currently only broadcasts via the internet and digital TV from studios in Strood.

Chatham and Aylesford MP Tracey Crouch has now backed a campaign to grant the station a MW licence.

She said: "I have huge affection – as do many listeners – for Radio Caroline. My Dad was a keen listener and amateur disc jockey and so it's something I've grown up with."

"Caroline is one of the best-known radio stations in the world, is a cornerstone of British radio history, has had two serving MPs DJing on it and – unbelievably – will celebrate its 50th anniversary in 2014."

"However, it has been denied an opportunity to secure a MW frequency so listeners can enjoy the station in transit, rather than via the internet or through digital TV."

Radio Caroline was part of the pirate radio boom of the 1960s. Broadcasting from a ship off

By **MATHEW BEECH**

matthew.beech@kosmedia.co.uk

the south coast – and outside British territorial waters, it delivered pop to the masses. Among the disc jockeys riding the waves was Roger Gale, now the MP for North Thanet.

Miss Crouch presented an Early Day Motion in Parliament calling on regulator Ofcom to allow special dispensation for Radio Caroline to broadcast in the south east on medium wave. So far, her motion has been backed by 52 MPs.

She said: "With unused frequencies on licence to France and the north east, there is a perfect opportunity for Ofcom to release a platform so loyal listeners will be able to carry on enjoying Caroline through their radios."

The MP for South Norfolk, Richard Bacon, asked Ofcom during a Select Committee hearing if they will speak to the French broadcasting equivalent about releasing a frequency, which they agreed to do so.

Radio Caroline first broadcast on Easter Sunday, 1964, and its glory days lasted until August, 1967, when the Marine Broadcasting Offences Act became law. Caroline continued to



**AIRWAVES:** Radio Caroline was the voice of a generation during the 1960s pop revolution

broadcast, although many pirate stations left the airwaves.

The station had two broadcasting ships, one in the north and the other in the south.

The MV Mi Amigo was anchored off Essex, while sister ship MV Caroline was close to the Isle of Man, in the Irish Sea.

Despite continuing to broadcast, Radio Caroline suffered financial problems as backers pulled out after the passing of the Act and in March, 1968, two tugs approached the radio ship, cut its anchors and towed the vessel to the Netherlands, to be impounded over an outstanding debt. Radio Caroline is now broadcast legally online and via satellite.

Former Caroline DJ Roger Day, now a presenter on BBC Radio Kent, said: "There's a bit of the rebel in all of us and Caroline has always had that rebel image, it's never shaken it."

"Everyone likes to be a bit anti-establishment and even if it's given a legal licence, there'll still be a bit of naughtiness about listening to Radio Caroline, as there always was."

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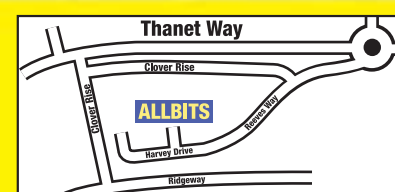
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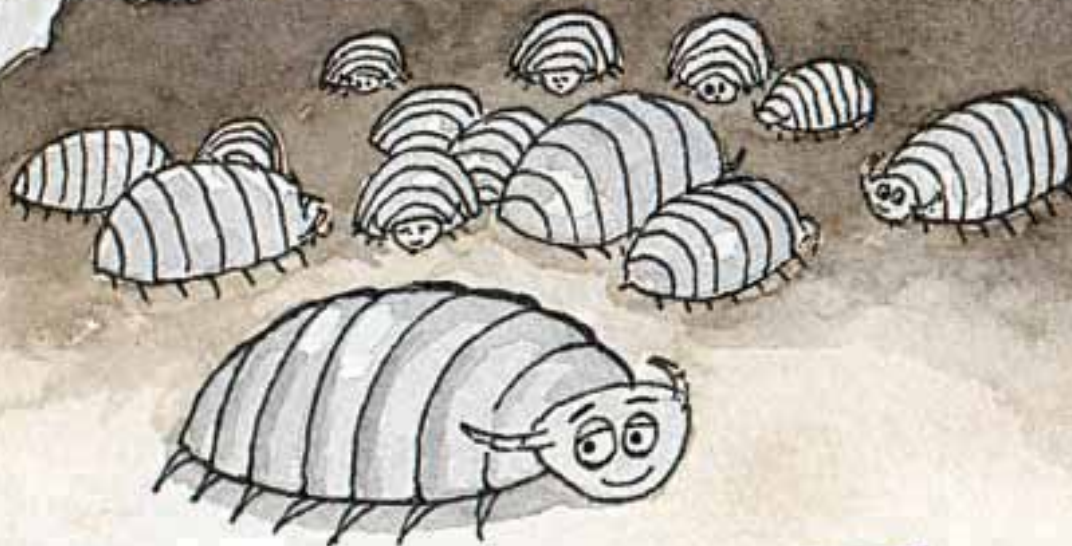
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# Books help bugs bloom

## Hollywood star's mum is using creepy-crawlies to encourage our interest in the natural world



### Review

BY ED HILL

INSECTS can have a strange effect on humans – some people can just catch a glimpse of a spider and end up leaping across a room.

Accordingly, one woman from Canterbury wants to put an end to our mistrust of bugs, beetles and flies. Sonia Copeland Bloom has written a series of books for children bringing the lives of these creatures to life.

She said: "I have always loved pets, but I never really thought that much about insects until I found a little caterpillar that I thought was dead.

"It turned into a chrysalis and then after about two weeks it came to life as a butterfly.

"When I saw it emerge, it was very moving. I thought that it was an absolute miracle."

Copeland Bloom's own children – who just happen to be the Hollywood star Orlando Bloom and actress Samantha – were exposed to nature as youngsters, but the former journalist says that in these days of mobile phones and computers children have fewer opportunities to get their hands on the natural world.

She said: "We loved the countryside. I can't say I was a creepy-crawly expert, but we loved taking the children for walks. We had hamsters, dogs and goldfish. It did not occur to me at the time to keep insects."

Orlando and Samantha helped launch the first book in the series *Basil The Beetle's Scary Adventure* at The Natural History Museum last year.

"It is something I feel every child should know about. Parents very often don't get the time with their modern busy lives to go out with children with a collecting jar.

"It has been my experience that young children do love little insects. They can identify with them.

"They may be scared at first, but once they have crawled over their hand they are thrilled that they have overcome any fear they may have had," said Copeland Bloom.

The series of books, under the banner *Tales And Truths About Garden Minibeasts*, has the backing of the Amateur Entomologists' Society.

The group has advised the author closely on the stories, making sure they were factually correct, but she insisted that her characters also needed to be appealing to children to attract their interest.

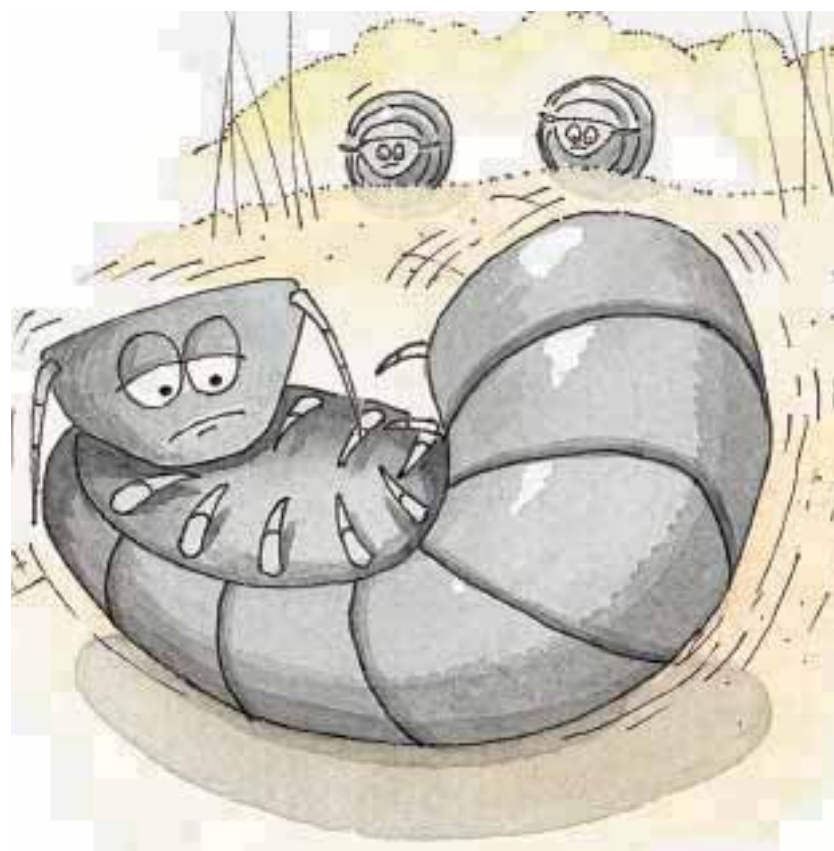
She said: "I had to fight the experts a little. The children have to fall in love with characters. It is important they get captivated by the story as well as learn about the real facts."

The latest story is *Woody The Woodlouse* (who forgot how to roll into a ball).

Copeland Bloom believes the heroes and heroines of her stories should overcome a problem as a moral element of the tales.

The books have been described as fiction – nature lessons wrapped up in imaginative stories. In the back pages, readers are given advice on how they can keep an insect at home and write a diary about their experiences.

Copeland Bloom said: "I don't want them to keep them forever, but insects are very good at teaching children how to look after living things. You can keep them for a short while



**A BUG'S LIFE:** Orlando and Samantha supported their mum, Sonia Copeland Bloom, (pictured right) at the launch of her first book last year. Above are pictures from *Woody the Woodlouse*

and cameraman Simon King. He said: "For many, the first point of contact with the natural world arrives in the form of minibeasts.

"These books will help fuel a passion which can thrive in each of us and encourage children and parents alike to continue caring about the worlds that exist beyond our own."

The author says she has had great feedback from children who have read the books. She has toured local schools reading the stories and introducing pupils to her own collection of stick insects and other bugs.

She said: "They may like stories about teddy bears or wizards, but there is something about writing about real-life creatures that means they can really identify with them.

"It has been very gratifying to get the approval of the Amateur Entomologists' Society and The Natural History Museum.

"They told me if you can stop little boys treading on beetles, then you will have done us a great favour."

• *The national launch of Woody The Woodlouse takes place on Saturday, February 26, at the Oxford University Museum of Natural History. The book will be available for £4.50 from the Amateur Entomology website at [www.amentoc.org](http://www.amentoc.org) and from all good bookshops.*

and observe them. Many children may not be able to have a dog or cat or guinea pig, but at least they can have a woodlouse.

"If you have to go on holiday, you can tip them out in the garden and they will be happy, if not happier."

Sonia has spent a lifetime working with words. As well as working in journalism, she ran a language school, but it was not until she had retired that she felt able to turn her writing in an imaginative direction.

She studied creative writing at the

University of Kent and started working on the first of the children's books in 2006.

She said: "It has taken longer than I imagined because so much care has been taken to get the information factually correct."

The illustrations have been drawn by Nick Page, whom the author met at university.

The next story, *Crystal The Small Miracle*, will centre on a butterfly, while volumes on worms and molluscs are in the pipeline.

The project has been praised by The Natural History Museum and TV wildlife presenter



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## Funny man's on an adventure tour

CANADIAN stand-up Craig Campbell will be appearing at the Gulbenkian Theatre on Wednesday, March 16.

He has recently made headline appearances on Michael McIntyre's Comedy Roadshow on BBC1 and Russell Howard's Good News on BBC 3.

The show in Canterbury is part of his first UK tour.

Campbell is known as an outdoor adventurer of comedy. He says stand-up is, oddly, one of the few things he does inside.

He is described as an instinctive entertainer who brings wit, talkative charm and an animated manner to stories about his travels, befriending the audience with accents and boisterous re-enactments.

He has been a fringe favourite at Edinburgh Festival for many years and has supported Frankie Boyle and Rich Hall on tour. In 2008 he wrote his own play Mr Eyetwister. He has also starred on Canadian TV shows and BBC radio and appeared as a presenter on Sky One's hit series From Wimps To Warriors.

For tickets, phone the Gulbenkian Theatre on 01227 769 075.

• Campbell will also be appearing at the Tunbridge Wells Trinity Theatre on Friday, April 15.



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**Salvadore Charlie**Bradstow Mill, 125 High Street,  
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Saturday 12th March

**Bad Pennies**The Red Lion, 1 King Street,  
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**Jed**Bradstow Mill, 125 High Street,  
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Friday 18th March

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The antiques  
Rhodes show

By HANNAH STEPHENSON

THE last time I went to the Greek island of Rhodes was on an alcohol-fuelled, man-hunting 18-30s type of holiday back in the 80s.

Needless to say, I saw little of this rocky, mountainous island beyond Faliraki's bars and nightclubs, did virtually no sightseeing and spent the days in dark sunglasses with a hangover and a glass of Alka-Seltzer.

Taking my own family back more than 20 years later, I wondered if the fourth-largest Greek island had managed to retain some sense of history and traditional culture away from the tourist trail.

There may be no trace of the famous Colossus of Rhodes, one of the Seven Wonders of the World, after a violent earthquake toppled it centuries ago, but there is still much to see of the long history of Rhodes dating back to the Stone Age.

With children in tow, you can't rely entirely on antiquity. The new Holiday Village Rhodes in Kolymbia on the east coast, an all-inclusive First Choice hotel complex, features umpteen pools, water slides and a lazy river, a football camp and non-stop daytime and evening entertainment.

While the kids joined activities on site, we discovered the quieter part of the complex in a swimming pool with a swim-up bar.

One of the main pleasures was not having to think about food. The buffet restaurant offered the usual European food, with a fabulous Greek section with all the favourites and new ones like feta-and-spinach pastries,



**PEACE:** Take a donkey ride or wander the streets of the capital, above; there's much more to Rhodes than 18-30s holidays

vegetarian dishes with aubergines and courgettes and mouthwatering local produce.

To see the island, we hired a car. First stop on our cultural quest was the capital, Rhodes, the most northerly point of the island. The medieval old town within the city walls is a maze of narrow streets, arches and old buildings mixing Byzantine churches and Gothic architecture and housing the Church of Saint John of the Collachium, built in the early 14th century and dedicated to Saint John, a patron of the Order.

While my husband took the children for some serious haggling for leather goods in the old town, I wandered around the imposing Palace of the Grand Masters, the largest building in the medieval city, with its majestic stone walls and grand staircase leading to the upper floor, paved with mosaics.

The city of Rhodes is a magnet for tourists, but you can escape the crowds in shady tavernas in the old town.

Next, we headed for beaches on the east coast. Lindos has a fantastic beach and was about the only stunning resort I remembered from my last visit.

This boasts two beautiful sheltered bays between a rocky hill, its peak dominated by the acropolis, sitting above the whitewashed houses of the village with their pebble-paved courtyards and narrow alleys.

It was too hot to walk to the top, but many people take the traditional transport – a donkey – for the princely sum of five euros.

Away from the traffic of Lindos, we opted for the quieter beach of Agathi, 15 minutes south of Kolymbia, which boasts free sun-loungers, meltingly soft sand and shimmering, crystal-clear blue water which deepens so slowly it is quite safe for children. Perfect!

**Travel facts**

- Hannah Stephenson was a guest of First Choice Holidays, which offers seven nights' all-inclusive at the five-star Holiday Village Rhodes in early May from £584 (two sharing), with flights ex-Stansted.

- Reservations: 0871 200 4455 and [www.firstchoice.co.uk](http://www.firstchoice.co.uk).

- Rodos Cars delivers and collects a car at the airport or hotel of your choice, free of charge. Visit [www.rodoscars.gr](http://www.rodoscars.gr), or email the firm at [info@rodoscars.gr](mailto:info@rodoscars.gr).



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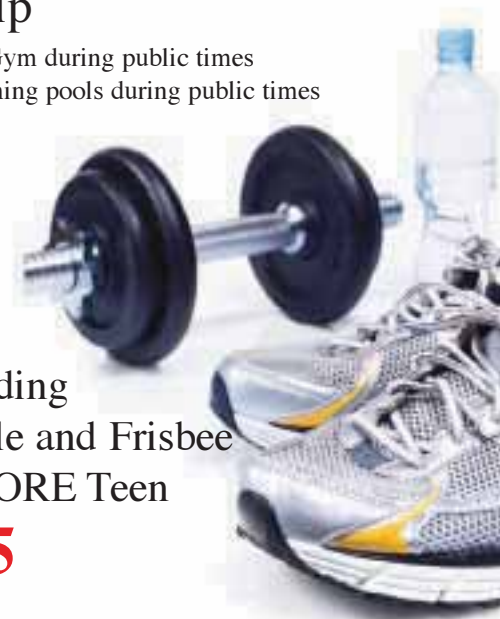
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Although a traditional pub, Stewart and Jackie like to keep up to date with technology and have installed free WiFi, so if you want to surf the net over a pint or have a quick business catch-up over coffee, then come on in.

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Starter: Sliced peaches with Parma ham served with a parmesan and pine-nut dressing.

Main course: New mixed grill – lamb chop, steak, pork chop, sausage, bacon, kidney, lamb's liver and chicken with homemade chips, mushroom and tomato.

Dessert: A homemade selection.

Telephone: 01843 841196

### The Fayreness Hotel

Starter: Potted crab on a bed of leaves with granary bread and lime mayo.

Main course: Fillets of sea bass in a crayfish and Vermouth sauce on a bed of celeriac mash.

Dessert: Homemade crumbles.

Telephone: 01843 868641

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Starter: Pan-fried asparagus topped with poached egg.

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The Swan's sports bar features a large plasma screen with full Sky and ESPN coverage for all sporting events in HD.

The restaurant and function room can seat more than 100 people; it is on the ground floor and has easy access and air-conditioning.

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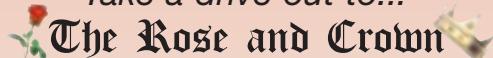
Pop along to The Swan at Westgate – you won't be disappointed. After all, it's just a very nice place to be.

The venue can be used for weddings and is ideal for a romantic event with its idyllic sea-side setting.

• The Swan at Westgate, 75 Sea Road, Westgate on Sea, CT8 8QG (website [www.theswanatwestgate.com](http://www.theswanatwestgate.com); telephone 01843 831401)

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# out guide



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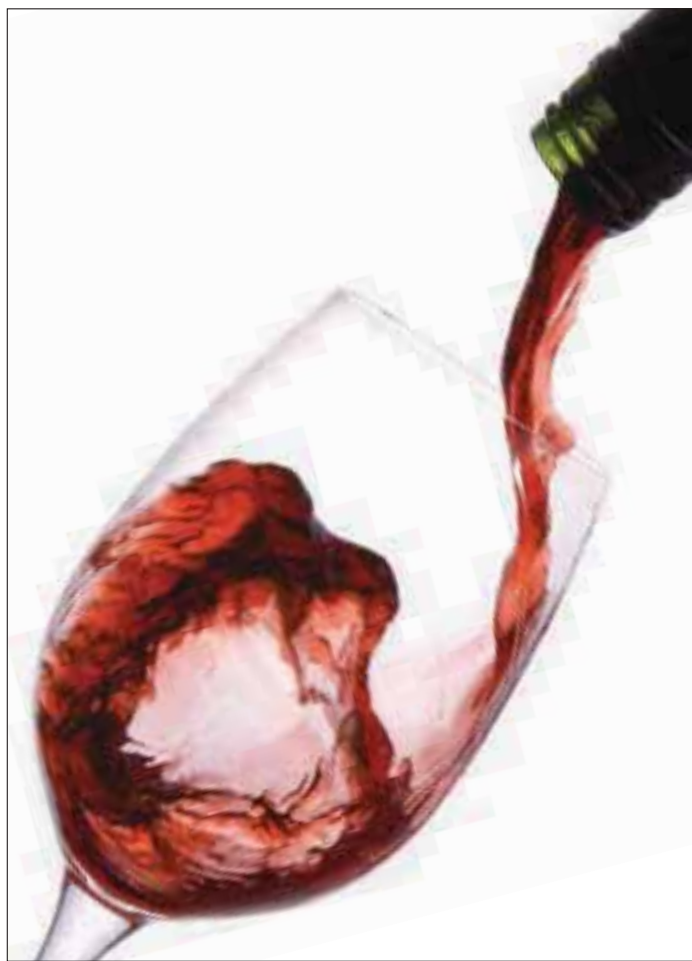
Pete Robinson and Kath Balchin have just celebrated a third-year anniversary at the Acorn Inn.

Steak night every Thursday has proven to be very successful and main meals cost from £4.75. The mixed grill is a popular choice with diners and costs £12.95, while Sunday roasts are priced at one course for £7.95, two for £9.95 and three for £11.95. Booking is advisable. Lunchtime meals cost from £3.95. Desserts change regularly and are all cooked freshly on the premises.

• Meal times are midday to 2.30pm, Tuesday to Saturday; 5.30pm-8.30pm Monday to Thursday; and 5.30pm-9pm Friday and Saturday.

Quiz night is held on the first Sunday of every month, with all proceeds going to Kent Air Ambulance – the next is on Sunday, March 6.

• Acorn Inn, 6 Park Lane, Birchington, CT7 0AW (telephone 01843 841196)



|  |                                                                                                                            |                                                                                                                                                                                                                                                                                                                                                                                                                         |
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## FOOD &amp; DRINK

# Love is in the air for this late visit to the mountain

## RESTAURANT REVIEW

BY MARIJKE COX

IT was last minute on Valentine's Day when we succumbed to the pressure of forced romance and decided to pop out for a bite to eat.

Knowing most other couples would have been well ahead of the game and booked weeks in advance, it was with great surprise that, after ringing around numerous fully-booked eateries, the one I had earmarked for a future visit – and assumed would be packed out – could squeeze us in.

A quick look on the website of Everest Inn, a Nepalese and Indian restaurant in Hythe high street, revealed that Gurkha campaigner and actress Joanna Lumley had eaten there and heaped it with praise.

Well, if it's good enough for Ms Lumley...

When we arrived we were whisked upstairs to part of the restaurant you wouldn't know existed from simply looking in the window.

Small tables were packed in perhaps a little too closely, but with low lighting and flowing conversation it became easier not to listen to people on the table just inches away from us.

The waiter serving us was probably one of the friendliest I have encountered. His huge smile and 'nothing's too much trouble' attitude were a real pleasure, especially since the restaurant was filling up fast.

We ordered some drinks – a glass of wine for me and a Gurkha beer for my dining companion – and munched through some popadoms before being served our starters.



I had chosen the chilli king prawns (£6.50), which were extremely hot, and although I don't usually go for hot food, they were fresh, tangy and delicious (I do admit, however, I had to take a few swigs of my guest's beer after every mouthful).

My companion went for the chef's signature dish of tandoori scallops (£6.95), which were served with pepper, chilli, cumin and sweet-and-sour Nepalese chutney.

I had a taste of his dish and the scallops were a delight, leaving us both eagerly awaiting our next course.

And so we waited. And waited.

Although I couldn't fault the waiter, the time between the starters and the main

courses was about 45 minutes, which not only meant we started to get hungry again but was especially dangerous when our friendly server kept offering to get me more wine.

Finally the dishes came. I had chosen a lamb pasanda (£7.50), which came in a creamy sauce garnished with nuts. This was accompanied by pilau rice (£2.50).

My guest went for the house-special karahi (£8.95), a mixture of barbecued meat cooked with tomatoes, peppers and coriander leaves in medium spices and red wine.

We shared a sag paneer – spinach and cheese (£3.50) – and a tarka daal – lentils, spices and garlic (£3.50).

After the long wait, the tasty food was eaten

quickly, perhaps too quickly, as I could barely move afterwards.

The dishes were well cooked and the ingredients fresh and delicious.

The length of time between courses was too long, but the friendly, relaxed environment meant the wait wasn't too bad and, despite the restaurant being busy, at no point did we feel rushed, even though we were a last-minute booking.

The total bill was £55.55.

**Everest Inn, 32-34 High Street, Hythe,**

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# The secrets of a good hedge

By HANNAH STEPHENSON

**H**EDGES can be the making of a garden, providing clear boundaries and acting as a windbreak and a handsome green backdrop to other plants.

A neglected hedge, on the other hand, can be a total eyesore, especially if it's bare at the base or totally out of shape, due to lack of pruning.

Late winter is an ideal time to cut back tough hedges such as beech, pyracantha, yew (which is the only conifer that will re-shoot from old wood), holly and hawthorn. They can be cut back hard to rejuvenate and reshape them, and regrowth will start almost immediately. If you feed the hedge the growing season before, it should come back healthy and vigorous.

As a rule, it's best to prune deciduous types in late winter and evergreens in spring. Feed and mulch in mid-spring, and water during dry weather. Fill in unsightly gaps in the hedge with smaller plants and avoid trying to match a plant with the height of an existing hedge.

Be warned, though, that newcomers have to compete for food, moisture and light with the bigger, established plants, which is why the failure rate with infilling is pretty high.

Box hedging won't be harmed by hard pruning. A bush can be drastically cut back in spring, but to avoid large bare patches, stagger the work over two to three seasons.

Use sharp secateurs to prune holly hedges and evergreen cherry laurels as the large glossy leaves turn brown and look terrible if



**HEDGING BETS:** It's important to match your pruning tools to the hedge you are trimming

they're chopped in half with shears. Use a bow-saw for thick branches, loppers for smaller ones and secateurs for twiggy growth.

If you're cutting back an old yew hedge, do it so that it's broader at the bottom than at the top, which will result in it being less vulnera-

ble to snow damage and, more importantly, the growth at the bottom of the hedge receives as much light as the growth at the top, so it's not likely to become bare again in the future.

To make the job easier, lay hessian or sheets of polythene at the base of the hedge to gather the clippings.

If a conifer hedge has become bare at the base, consider growing other plants in front of it to cover the gaps, such as *Euonymus fortunei* 'Emerald n'Gold' or 'Emerald Gaiety', which are perfect for shady spots and will brighten up the plain-green foliage of a hedge.

Other plants that will grow happily at the base of a hedge include spurge, euphorbia and alchemilla, while in sunny spots you may be better off with lavender, herbs such as rosemary and sage, and berberis.

Consider exactly what effect you are after. Filling in gaps is all very well, but unless you are careful what you choose and space out fill-in plants evenly, your boundary could end up looking like a bit of a dog's dinner.

Cutting a hedge back hard should be done in stages as it takes quite a lot out of the plant. In year one, the top and one side can be pruned, the opposite side in year two.

Start from the bottom and work upwards and, if possible, shred the clippings and put them on the compost heap as you go along.

The top of the hedge should be trimmed last. It may look drastic, but don't worry, it will recover.

Once your hedge has reached its required height and thickness, it should only need clipping once a year in August, or in the case of fast-growing hedges like leylandii, in May as well.

Whatever method of hedge-pruning you take, look out for birds' nests and don't disturb any that you come across.

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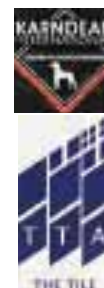
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# Keep it cool with pastel

To get the latest cool-interiors trend into your home, think about decorating and accessorising with sorbet colours. Mellow lemons, mint greens, strawberry and berry tones are all en vogue right now. EVE KELLY, editor of HomesAndBargains.co.uk, has picked out a selection of tasteful home treats to freshen your domestic palate



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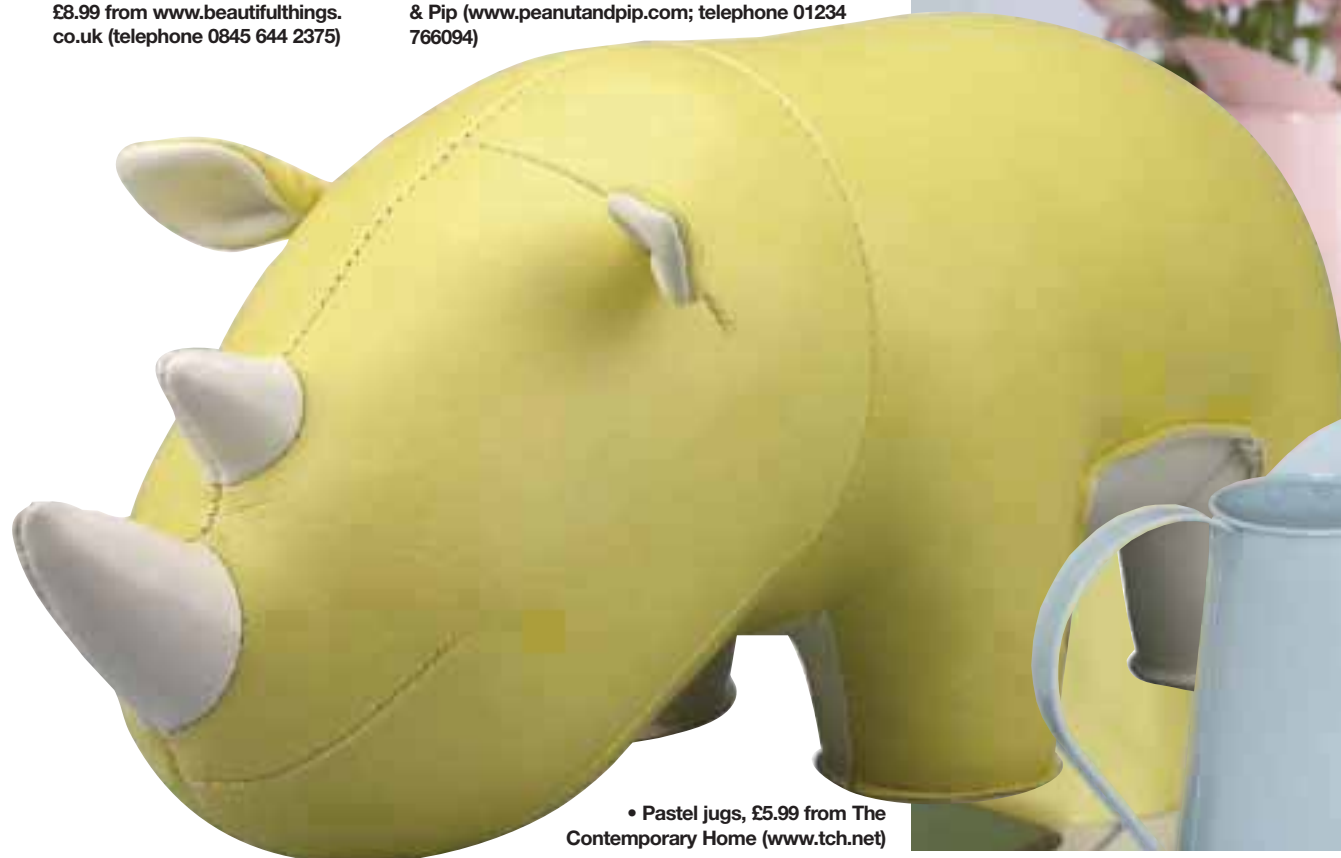




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**POTTED GARDEN:** Pots are an ideal way to create a rooftop display without too much expense

# Planning your urban oasis up on the roof

**I**MAGINE being cooped up in an office all day and then returning to your urban home and walking out on to a rooftop that has been transformed into a tapestry of colour, texture and calm.

Rooftop gardening can help combat climate change by lowering surrounding air temperatures, according to a recent RHS survey and, with this in mind, the organisa-

By **HANNAH STEPHENSON**

tion is encouraging urbanites to make the most out of their outdoor space and help the environment by growing plants.

"Getting planting right in urban spaces, which can be very limited, can have a major effect in not only helping reduce to urban temperatures, but will also provide other environmental benefits," said Tijana Blanus, who undertook the RHS research.

Other benefits of green-roof gardening include heat insulation, water absorption,

providing a safe environment for wildlife and soaking up pollution.

The RHS showcased two modern rooftop gardens designed by two rising stars, Hugo Bugg, RHS Young Designer of the Year 2010, and Melissa Jolly, winner of a BBC Gardeners' World 2010 award, at the RHS London Plant and Design Show.

Their designs are aspirational, but it's not impossible to create your own roof garden, whether you just want a few pots or a raised bed or two, or a more elaborate green carpet, providing your structure is secure. The RHS offers the following advice:

**Dig in if you want pick of the crop**



**BARE-ROOTED** cane fruits, including blackberries, raspberries and hybrid berry canes, can be planted up until the end of the month. You'll need to prepare the soil thoroughly by digging a trench along the proposed row and working in plenty of organic matter.

All these cane fruits, apart from autumn-fruiting raspberries, will need support for their fruiting canes, which can be done with posts at either end of the row and a minimum of three horizontal wires attached to the posts at even intervals.

If you are using a wall or fence for blackberries (raspberries prefer to be in the open), attach the wires to vine eyes screwed into the wall. Bare-rooted raspberries should be planted about 45cm (18in) apart, while blackberries and hybrid berries need more space so should be planted at least 1.5m (5ft) apart, or more.

Prune newly-planted canes to around 22cm (9in) from the ground to encourage the production of strong canes from the base of the plant. Tie them to the wire as they grow through the season, but don't harvest them this year, and remove flowers if there are a lot of them, which will encourage a better crop next season.



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- Before designing any addition to a property's roof, check if planning permission is required.
  - How much weight can the roof take?
- Large containers full of compost and plants weigh a considerable amount. There will be strict weight restrictions on balconies suspended out from the building.
- Check if the roof is waterproof, using the services of a chartered structural engineer or a surveyor. You may have to modify roof supports if the structural survey shows that support is insufficient. Erecting a 'false' floor is a common method, where the roof surface is partly or completely suspended above the existing roof, directing weight on to surrounding walls.
  - Use an architect specialising in roof-garden design for complex projects.
  - Place heavy containers near load-bearing walls or over a load-bearing beam or joist as these can take more weight than unsupported areas.
  - The main limitations of roof gardens and balconies are strong winds and sunshine. Take advantage of any existing protection, such as walls or fences, that provide shelter and shade.
  - Use slatted or mesh screens that filter the wind, creating a micro-climate for the plants within.
  - Containers will dry out rapidly in windy, hot weather, so make sure they are a good width and depth.
  - Choose non-porous materials (plastic, metal and fibreglass) rather than terracotta as they reduce moisture loss.
  - Ensure the container is lightweight and has ample drainage holes in the base.
  - Some companies, such as Green Tech Ltd, offer a range of lightweight soils and composts suitable for roof gardening.
  - Use a layer of lightweight drainage material at the base of the container, such as polystyrene plant trays broken into 'corks'.
  - A soil-based compost is better for its water-holding capacity than a peat-substitute mix, but it will be heavier.
  - If weight is a consideration, fix the container down, so that it doesn't blow over.
  - Install an irrigation system where cost-effective (in larger areas), ensuring excess run-off flows to a drainpipe outlet. In smaller areas, hand-water as it's more accurate.
  - Feed plants regularly. Controlled-release fertiliser in the compost is the easiest way.
  - Top-dress pots annually, replacing the top few centimetres with fresh compost.
  - Liquid-feed any annual plants used in plantings from May to September to give the best flowering results.



**LIGHT AND SHADE:** Make the most of shelter when planning a balcony garden



**HEIGHT OF CHIC:** This modern rooftop garden designed by Melissa Jolly, winner of a BBC Gardeners' World 2010 award, is ideal for city living

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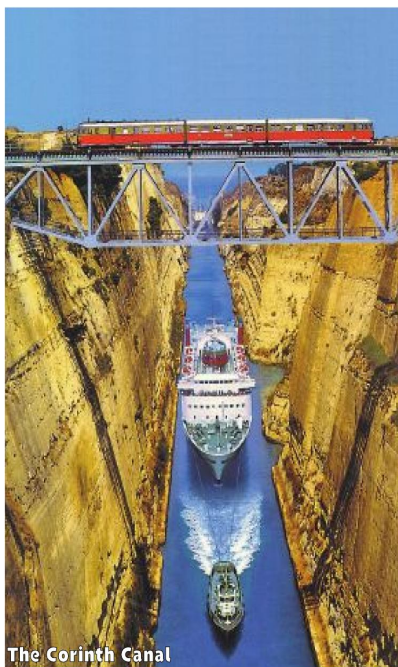
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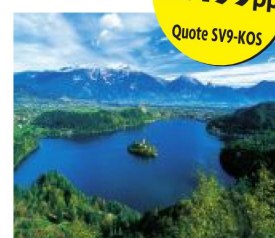
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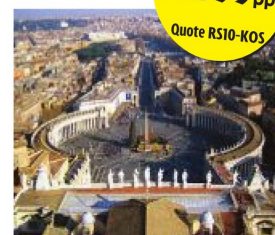
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**O**NCE renowned for his innovative modernist designs, Diarmuid Gavin says that trends are heading increasingly towards a return to traditional gardens, where the plants are the stars.

He's pleased that the age of shiny stainless steel, bright-blue fences and decking once embraced by TV shows has ended.

Having just launched the Ideal Home Show's first garden design competition to celebrate the best examples of sustainable practice in garden design and to support young and emerging UK students in the field, he's expecting a rush of eco-awareness.

"There will be a generation of students who grew up in a time when gardening was manic on television. I'm expecting big eco-awareness. That generation will know how important it is in terms of sourcing materials, saving water and making compost. I would hope for a refinement of all the madder ideas that have been around for years."

He continued: "The wheel is turning back to the craft of gardening. People's first love is plants, understanding the soil and understanding the environment. That's the very trendy thing, which is healthy."

Fruit- and vegetable-growing will continue this year and in the longer term, he predicts.

"The big trend will remain 'grow-it-yourself'. Companies will come out with kit forms of raised beds made from wood, compost mixes and seed mixes, along with manuals on how to grow basic vegetables to educate your children and feed your family."

"In terms of materials and planting schemes, it's back to the style of garden we remember from our childhood. The grander, more old-fashioned style [and] colour in terms of herbaceous plants and a kind of appreciation of tradition."

"A lot of natural stone will be used and salvage material will be appreciated. There will be less concrete."

# Diarmuid on design



These days, Diarmuid agrees that he is commissioned to design much more traditional gardens in general.

"People want to be comforted and indulged."

They want to see the qualities of tradition for which Britain is so well known. They want to embrace tradition in a realistic way."

But for people who have smaller town gar-

dens and not much time for maintenance, minimalist will always be in vogue, he says, while the popularity of low-maintenance plants is surging.

"The arrival of ornamental plants such as grasses, mass planting of lavender and *Buxus sempervirens* in a more contemporary way works very well, so keep it simple."

"There will be more evergreens, and people will appreciate grasses like carex. If you planted bronze carex a few years ago, people thought you were planting something that was dead."

"Now there's a more naturalistic feel through an appreciation of foliage and different hues, supplemented with bulbs. It's uncomplicated but wonderful."

He is currently having his garden in Co Wicklow completely refurbished and says it will all centre on herbaceous borders, with a folly at the end.

He notes that after two harsh winters, gardeners will need to reconsider which species they grow.

"Dicksonias (tree ferns) have taken a bashing. We used to use *Cordyline australis* everywhere, but many have been killed off. We have to decide whether to go for the exotic if we don't live in a protected area."

"Perennials are the quintessential basis for the English cottage garden. Now with Monty Don coming back to Gardeners' World, I think they have a very promising future."

• **Diarmuid Gavin is the 'ideal gardens' ambassador at the Ideal Home Show, sponsored by Hydropool, at London's Earls Court, March 11-27. He will be at the show offering advice on home garden innovations. You can book your tickets at [www.idealhomeshow.co.uk](http://www.idealhomeshow.co.uk) or phone 0844 415 4144.**

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FIGURE 3. JOE HASHIMOTO

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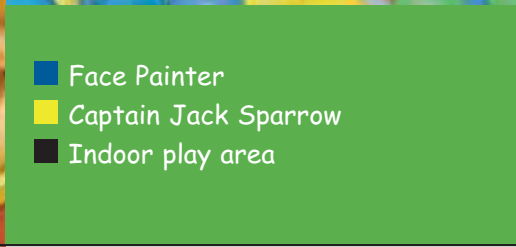
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## CRITICAL REVIEW

## IN MY VIEW



By Ed Hill

## It's no fun to see people get fired

## TV'S GIVE US A JOB SHOWS

THERE seems no escape from the current trend of television job-of-a-lifetime shows.

Recently on BBC2 we had Michel Roux's Service, in which nervous 17- to 24-year-olds vied with each other to win a place at the prestigious Academy of Food and Wine to become a *maitre d'* and *sommelier* (or 'waiter' for those of us who mainly eat out at our local Pizza Hut rather than Mr Roux's Le Gavroche).

Now on the same channel we have A Farmer's Life for Me in which desperate couples vie with each other (sound familiar) for the chance to get a piece of land and become farmers for a year.

This show is fronted by TV's favourite agriculturalist Jimmy Doherty. TV people like Jimmy because he is young, good-looking and his whole bag is about producing organic sausages from rare-breed pigs rather than being an East Anglian grain baron driving around on his £200,000 combine-harvester and struggling with the finer points of the EU single-farm payment scheme.

In fact it's probably because of watching so many of Jimmy's previous shows that the contestants have all turned up.

Each of the teams has been given a quarter of an acre of land to come up with a farming strategy that will earn them a bit of money. From what I have seen so far, a pair of sisters who had spent many years apart (for obvious reasons) have been given the boot, along with a couple who came up with the idea of a Suffolk Scotch egg.

As these shows go, the farming one isn't so bad. At least viewers are getting an insight into the hard work that goes into producing our food. And I like Jimmy, too; he obviously doesn't enjoy giving people the elbow – but then who would?

The trend all started with The Apprentice. That was OK because we all revel in seeing a bunch of arrogant, big-headed windbags get their comeuppance.

As for the latest Andrew Lloyd Webber search for a West End warbler, that's just Opportunity Knocks under another name.

But with these latest shows we are not dealing with idiot entrepreneurs who are already loaded or showbiz wannabes; we are dealing with normal people.

My anger escalated while watching Michel Roux's Service. TV luminaries, who had all just enjoyed a free meal, were asked to judge how their waiters (the poor contestants) had been. It was the sight of Gok Wan complaining about how someone had been a bit slow with the second course or hadn't put the soup spoon in the right place that made my blood boil.

I mean, let's get a sense of perspective. There are people fighting for democracy on the streets of Cairo and being coshed on the head for their trouble.

Perhaps in an age when everyone's job is at risk, watching someone being laid off isn't my idea of entertainment.

## CINEMA

## PAUL (15)

ACCORDING to The X-Files, the truth is out there... but you won't find it in Simon Pegg and Nick Frost's fantastical road movie.

In the same way that Shaun Of The Dead gleefully gnawed the funny bone of the zombie horror genre, and Hot Fuzz took aim at the countryside cop drama, Paul impishly probes feelgood sci-fi adventure, ET: The Extra-Terrestrial.

Spielberg's earthbound alien was a cute and cuddly creature, who just wanted to phone home, but he bears little resemblance to Pegg and Frost's little grey man.

Their otherworldly visitor smokes pot, gulps beer and exposes his backside through the windscreen of a Winnebago.

He can turn himself invisible as a camouflage defence mechanism and can magically re-animate the dead, providing the film with one of its funniest sequences.

Director Greg Mottola's adventure opens in 1947 Wyoming with a spacecraft crash-landing on top of a red setter called Paul.

Flashing forward to present day San Diego, best friends Graeme Willy (Simon Pegg) and Clive Gollings (Nick Frost) wander dumb-struck around the comic book and popular arts convention, Comic-Con.

They meet famous sci-fi author, Adam Shadowchild, before embarking on a road trip across America, stopping at locations associated with alien contact, including Area 51, the Extraterrestrial Highway and the Black Mailbox.

En route, Graeme and Clive encounter Paul (voiced by Seth Rogen), a potty-mouthed alien stranded on Earth, who is being hunted by mysterious special agent Zoil.

The pals agree to help Paul return home, abducting Ruth, the one-eyed daughter of Bible-bashing trailer park owner Father Moses, along the way.

Meanwhile, Zoil recruits two bungling FBI agents, Haggard and O'Reilly, to apprehend Graeme and Clive.

British audiences love the double-act of Pegg and Frost, making Paul the obvious film of the week.

Their natural chemistry and sharp comic timing compels us to back Graeme and Clive as they risk life, limb and an expensive replica sword to deliver their otherworldly buddy to his mothership.

Rogen brings a roguish charm to his titular hero, becoming mock-serious when he imparts the secret of the universe: "Be yourselves, speak from the heart – some rubbish like that."

Next to Shaun Of The Dead and Hot Fuzz, Paul does feel flat, but Pegg and Frost paper over the cracks with nods and winks to classic fantasy and sci-fi films.

In-jokes abound referencing the warehouse in Raiders Of The Lost Ark, Ripley's battle cry from Aliens and an iconic mountain from another Spielberg favourite.

Considering how many of the laughs in Paul come from other sources, perhaps a more apt title would have been Close Encounters Of The Second-Hand Kind.

## BIG MOMMAS: LIKE FATHER, LIKE SON (PG)

MARTIN Lawrence dons the fat suit of his straight-talking alter ego for the third time in this raucous sequel, directed by John Whitesell.

Trent Turner witnesses a murder and the perpetrators have the young man firmly in their sights. Desperate to stay alive, Trent turns to his father, FBI agent Malcolm Turner (Lawrence), for help.

The cop suggests that the best place to hide Trent is in an all-girls school for the performing arts, so while Malcolm transforms himself into outspoken Big Momma once again, Trent reluctantly metamorphoses into overweight new student, Charmaine.

Surrounded by hordes of beautiful and talented women, Trent finds it increasingly difficult to keep up the pretence.

And who, it might be asked, could really blame him?

## TOTALLY ALIEN: Nick Frost and Simon Pegg star in Paul



## JUSTIN BIEBER: NEVER SAY NEVER 3D (U)

IN 2008, American talent agent Scooter Braun saw footage of 14-year-old Justin Bieber singing his heart out in videos which had been uploaded to a popular website.

Braun subsequently introduced the teenager to singing superstar Usher, who became a mentor, helping the teenager land a recording contract and tutoring him in the skills necessary to endure in the charts.

The following year, Bieber began his assault on the global music scene with his debut single One Time and a superstar was born, leading to subsequent singles Baby, U Smile and Somebody To Love.

Director Jon Chu (Step Up 2: The Streets, Step Up 3D) celebrates the meteoric rise of the young singer with this documentary, which combines behind the scenes footage and interviews with performances of his hits.

Following the lead of two other recent concert films, Jonas Brothers: The Concert Experience and Hannah Montana & Miley Cyrus: Best Of Both Worlds Concert, Never Say Never screens in 3D, transporting fans into Bieber's world of screaming fans and celebrity pals.

## INSIDE JOB (12A)

NOMINATED at this year's Oscars as Best Documentary Feature, Charles Ferguson and Audrey Marrs' fascinating film surveys the

devastation and aftermath of the 2008 financial crisis, which resulted in millions of people losing their jobs and the near collapse of some global economies.

The directors interview some of the key figures within the financial institutions to understand the chain of events which led to the worst recession for decades.

They also seek out expert opinions from academics, journalists and politicians who watched the disaster unfold with mounting horror. Narrated by Matt Damon.

## CONFESSIONS (15)

JAPAN'S official submission for Best Foreign Language Film at this year's Oscars is a riveting study of grief and revenge, shot from the perspective of a school teacher.

Based on the novel by Kanae Minato, Confessions opens with teacher Yuko addressing her class of truculent and unruly 12 and 13-year-old students, who only pay her attention when she delivers a passionate speech revealing that she holds two of her class responsible for the death of her beautiful four-year-old daughter.

Painfully aware that the guilty parties are protected by the law and that no judge in the land will dole out a suitable punishment, Yuko decides to take matters into her own hands by orchestrating a horrific retribution in this slow-burning morality tale written and directed by Tetsuya Nakashima.

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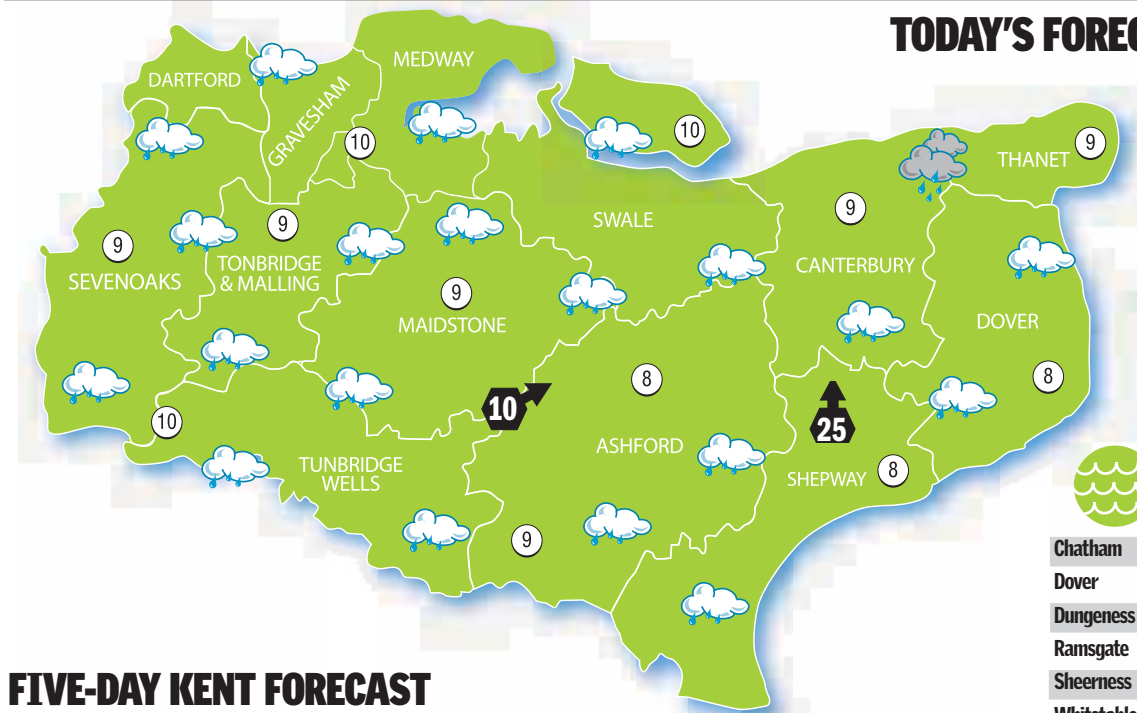
## AROUND THE WORLD YESTERDAY

|            |      |            |       |
|------------|------|------------|-------|
| Amsterdam  | 1°C  | Madrid     | 12°C  |
| Athens     | 13°C | New York   | -1°C  |
| Barcelona  | 15°C | Paris      | 9°C   |
| Beijing    | 4°C  | Rome       | 11°C  |
| Bombay     | 31°C | Sydney     | 24°C  |
| Cape Town  | 27°C | Tenerife   | 20°C  |
| Cardiff    | 6°C  | Tokyo      | 9°C   |
| Gibraltar  | 16°C | Vancouver  | 5°C   |
| Hong Kong  | 17°C | Warsaw     | -10°C |
| Las Palmas | 20°C | Wellington | 25°C  |



## KENT'S WEEKEND HIGH TIDES

|            |          |             |        |             |
|------------|----------|-------------|--------|-------------|
| Chatham    | Saturday | 6:27am 5.2m | Sunday | 7:49am 4.9m |
| Dover      | Saturday | 5:30pm 5.4m | Sunday | 6:18am 5.3m |
| Dungeness  | Saturday | 5:24pm 6.0m | Sunday | 6:03am 6.0m |
| Ramsgate   | Saturday | 6:00pm 4.0m | Sunday | 6:48am 4.0m |
| Sheerness  | Saturday | 6:15am 5.0m | Sunday | 7:37am 4.8m |
| Whitstable | Saturday | 6:15am 4.8m | Sunday | 7:44am 4.6m |



## FIVE-DAY KENT FORECAST

|            | Thur | Fri  | Sat  | Sun  | Mon  |            |     |      |      |      |     |           |     |      |      |      |      |               |     |      |
|------------|------|------|------|------|------|------------|-----|------|------|------|-----|-----------|-----|------|------|------|------|---------------|-----|------|
| Ashford    | 8°C  | 9°C  | 12°C | 11°C | 10°C | Dover      | 6°C | 8°C  | 10°C | 9°C  | 9°C | Gravesend | 8°C | 10°C | 13°C | 12°C | 10°C | Sevenoaks     | 6°C | 9°C  |
| Canterbury | 6°C  | 9°C  | 11°C | 11°C | 9°C  | Faversham  | 7°C | 10°C | 11°C | 11°C | 9°C | Maidstone | 7°C | 10°C | 13°C | 11°C | 10°C | Sittingbourne | 7°C | 10°C |
| Chatham    | 7°C  | 10°C | 11°C | 11°C | 9°C  | Folkestone | 6°C | 8°C  | 10°C | 9°C  | 9°C | Ramsgate  | 6°C | 9°C  | 11°C | 11°C | 9°C  | Tonbridge     | 7°C | 10°C |
| Dartford   | 8°C  | 10°C | 13°C | 12°C | 10°C | Gillingham | 7°C | 10°C | 11°C | 11°C | 9°C | Rochester | 7°C | 10°C | 11°C | 11°C | 9°C  | Tun Wells     | 7°C | 10°C |



SUNRISE 6:54am SUNSET 5:24pm



MOONRISE - MOONSET 8:36am



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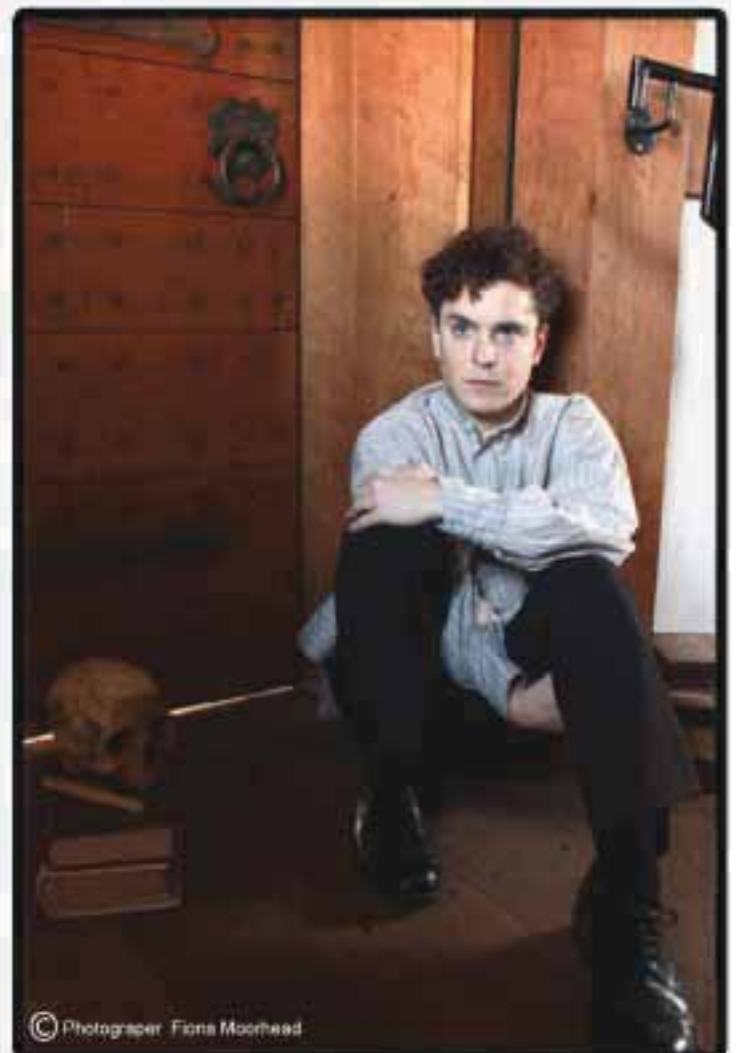
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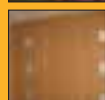


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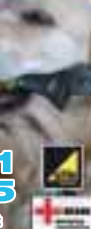
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Park Farm (3 Bed + Gge) £199,995



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**Cliftonville - £350,000**

Executive detached substantial family home comprising five bedrooms with two reception rooms, kitchen, family bathroom, cloakroom and utility room. There are gardens to both front and rear and off street parking is provided by way of a driveway and garage. Features include gas central heating and double glazing where stated. Located in a tree lined sought after and desirable area within school catchments and close to local shops.


**Margate - £94,995**

End Terrace One Bedroom Cottage  
Convenient Location  
Rear Courtyard Garden  
Additional Loft Room


**St Peters - £124,995**

Purpose Built Two Bedroom Flat  
Allocated Parking  
Security Entrance System  
Approx Five Years Old


**Margate - £124,995**

Terraced Two Bedroom House  
Kitchen/Dining Room  
Approx 40ft Rear Garden  
Excellent Order Throughout


**Margate - £129,995**

Terraced Two Bedroom House  
Superb Order Throughout  
Large Cellar  
Close To Local Amenities


**Ramsgate - £137,500**

Detached Two Bedroom Bungalow  
Two Reception Rooms  
Gardens To Front & Rear  
Off Street Parking


**Palm Bay - £139,995**

Modern Terraced Two Bedroom House  
Garage En-Bloc  
Gardens To Front & Rear  
Close To Seafrost


**St Peters - £145,000**

Semi Detached House  
Two/Three Bedrooms  
Approx 100ft Garden  
Off Street Parking


**Cliftonville - £157,000**

Terraced Four Bedroom House  
Two Reception Rooms  
60ft Rear Garden  
Superb Kitchen


**Cliftonville - £169,995**

Terraced Four Bedroom House  
Lounge + Dining Area  
Gardens To Front & Rear  
No Onwards Chain


**Garlinge - £174,995**

Semi Detached Three Bedroom House  
Character Features  
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No Onwards Chain


**Broadstairs - £185,000**

Detached Two Bedroom Bungalow  
Gardens To Front & Rear  
Garage Plus Driveway  
No Onwards Chain


**Wingham - £215,000**

Semi Detached Two Bedroom Bungalow  
100ft Rear Garden  
Cul-De-Sac Position  
No Onwards Chain


**Palm Bay - £234,995**

Detached Two Bedroom Bungalow  
70ft Rear Garden  
Garage Plus Driveway  
Prime Location


**Broadstairs - £250,000**

Detached Three Bedroom Bungalow  
Two Conservatories  
Garage Plus Space  
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# Reader Holidays

KOS 20/02/11

## Slovenia, Croatia & Venice

Escorted Holiday by Rail - overnight sleeper train to Venice



### Departs September 28, 2011

Bordered by Italy, Austria, Hungary and Croatia, Slovenia has a little of each in its character and landscapes. Experience the delights of the capital, Ljubljana, the stunning beauty of Lake Bled and the unspoilt coastal resort of Piran. In Croatia, we visit charming Rovinj, voted as the cleanest seaside town in Europe. In Venice you'll find jaw-dropping vistas at every turn.

Our journey to Slovenia combines the swift Eurostar, London to Paris, then the overnight train to Venice, in a private 2-berth cabin. With an afternoon departure from London and just 1 train change, we'll be in Venice the next morning, ready to enjoy a leisurely coach drive across the border into neighbouring Slovenia.

We stay at 2 centres in Slovenia - 5 nights at a lakeside hotel in Bled and 7 nights in the seaside resort of Portoroz.

Our transfer between the resorts includes a ride on the Bohinj Railway - one of the great European railway journeys.

#### INCLUDED:

- Champagne check-in at London St Pancras
- Escorted throughout
- Afternoon departure on Eurostar to Paris
- Overnight sleeper train to and from Venice
- 5 nights half-board at a 3-star Lakeside hotel on Lake Bled
- Entertainment at the hotel in Bled most evenings
- Bohinj railway journey



- 7 nights half-board at a 4-star resort hotel in Portoroz
- Excursions to Ljubljana and Piran in Slovenia, Rovinj on the Istrian Peninsula in Croatia and Venice, Italy
- Optional trips include a Lakes, Mountains and Cable-car excursion and a Cruise along the Adriatic coast
- Return rail travel to London
- All transfers abroad

**15 DAYS**  
**£1499pp**  
Quote SV9-KOS

## Riviera of Flowers, Côte D'Azur & Monaco

Escorted Holiday by Rail - afternoon departure from London



### Departs September 17, 2011

This super holiday starts with a Champagne check-in before an escorted afternoon departure by Eurostar from St Pancras, London to Paris or Lille. After an overnight stay we continue by TGV to Nice and our hotel in Alassio. On the Riviera enjoy Free Drinks every night and included visits to Monaco, Portofino, Eze & San Remo.

#### INCLUDED:

- Champagne Check-in at London St Pancras
- Escorted throughout
- Afternoon departure on Eurostar to Lille or Paris
- 1 night hotel B&B in Lille or Paris
- TGV rail travel to Nice
- 6 buffet breakfasts & 6 dinners with wine, water
- & tea/coffee AND nightly Free bar
- 6 nights in Alassio at a 3-star hotel
- 1 evening with live musical entertainment
- Included excursions as stated above
- Return rail travel to London
- All transfers abroad

**8 DAYS**  
**SEMI ALL-INCLUSIVE**  
**£849pp**  
Quote DM9-3-KOS

## Tuscany Coast & Country

Escorted Holiday by Rail - afternoon departure from London



### Departs May 16 & September 19, 2011

Join us for a journey of discovery to the most beautiful region of Italy where pristine vineyards intermingle with silvery olive groves in a rolling landscape dotted with Cypress trees. Experience the swift French TGV outbound and overnight sleeper train with private cabin en-route home from Italy - Florence to London with just 1 train change.

#### INCLUDED:

- Champagne check-in at London St Pancras
- Escorted throughout
- Afternoon departure on Eurostar to Paris or Lille
- 1 night hotel B&B in Paris or Lille
- TGV rail travel to Nice
- 7 nights in Marina di Pietrasanta, Italy
- 7 buffet breakfasts & 7 dinners with wine & water
- PLUS Free tea/coffee daily, PLUS nightly Free bar
- Included excursions take in Lucca, Pisa Florence, Portovenere (pictured) & San Gimignano
- Travel home on overnight train, Florence to Paris, in 2-berth cabin, then Eurostar to London
- All transfers abroad

**10 DAYS**  
**SEMI ALL-INCLUSIVE**  
**£1099pp**  
Quote TCS/9-KOS

## Rome & Sorrento

Escorted Holiday by Rail - overnight sleeper train to Rome



### Departs October 3, 2011

Join us for a holiday which takes in the classic city of Rome, the legendary resort of Sorrento and Italy's Amalfi coast. Our journey to Italy combines the swift Eurostar, London to Paris, then the overnight train to Rome, in a private 2 berth cabin. With an afternoon departure from London and just 1 train change, we'll be in central Rome the next morning, ready to enjoy the best of Italy.

#### INCLUDED:

- Champagne check-in at London St Pancras
- Escorted throughout
- Afternoon departure on Eurostar to Paris
- Overnight sleeper train to and from Rome
- 4 nights B&B at a 3-star hotel in Rome
- 5 nights half-board at a 4-star hotel in Sorrento
- Full day guided classic tour of Rome, Guided tour of the Amalfi Coast
- Optional visits to Capri and Pompeii
- Return rail travel to London
- All transfers abroad

**12 DAYS**  
**£1399pp**  
Quote RS10-KOS

Call **01895 83 33 33** for bookings and information

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## Women Seeking

**IF YOU'RE LOOKING** to meet or chat to someone look no further **TXT CHAT883 to 6525** for chat with pictures, fun and safe service.

**AFFABLE** attractive black female, 37, slim, enjoys music, reading, theatre nature, WLTm genuine gent, 37-49 to share laughter and life, caring, N/S who lives near London. Tel No: 0906 515 7112 Box No: 333815

**FULL** figured black lady 34 looking for fun tactile white male who loves curvaceous ladies for lots of fun times together. Call me. Tel No: 0906 515 7112 Box No: 360441

**28YR** old petite blonde who loves to keep fit and look good, WLTm sensitive man for fun times and more. Any looks/status. Tel No: 0906 515 7112 Box No: 360439

**ALL** dressed up with nowhere to go. Gorgeous 31yr old blue eyed brunette nurse, looking for nice guy to take out. ACA. Tel No: 0906 515 7112 Box No: 360437

**BLUE** eyed brunette, 5ft 6ins, long legs, varied interests, WLTm funny, outgoing guy for friendship, maybe more. ACA. Tel No: 0906 515 7112 Box No: 360407

**SELF** employed nurse, very solvent, enjoys all the good things in life, seeks similar lonely male for togetherness and romance. Tel No: 0906 515 7112 Box No: 360405

**YOUNG** fit and totally fabulous 50, hoping I am not wasting my time and that you call and be forever mine! Tel No: 0906 515 7112 Box No: 360401

**40YR** old workaholic looking for some time off liaisons with like-minded man, lets get together and see how thing go. ACA. Tel No: 0906 515 7112 Box No: 358621

**PROFESSIONAL** black female, 45, medium build, no ties, seeks professional, intelligent guy 40-55 for friendship/relationship. Tel No: 0906 515 7112 Box No: 339917

**INDEPENDENT** nurse, late forties, looks much younger, if you are looking for some fun and enjoyment call me now and I will tell you what I'm looking for. ACA. Tel No: 0906 515 7112 Box No: 357555

**YOUNG** looking, slim petite lady 42yrs seeks man who won't to spend 2011 with ACA you won't be disappointed. Tel No: 0906 515 7112 Box No: 357131

**CUDDLY** curvy size 14 plus female looking for gent, 59-65 for daytime adult fun. Tel No: 0906 515 7112 Box No: 358729

**SLIM** dark hair/eyed female who works far too hard, WLTm male for nights in/out and to make life more interesting. Tel No: 0906 515 7112 Box No: 359189

**SEPARATED** 40's female looking to put some fun back into her life, seeks outgoing male to get started with. Any race/age. Tel No: 0906 515 7112 Box No: 359187

**YOUNG** looking 37, curvy, attractive, looking for wild at heart man to enjoy fun times and cosy nights in. Any age/looks. Tel No: 0906 515 7112 Box No: 359185

**EVERYDAY** life getting boring? Lady seeking discreet male for fun times only. Ask no questions, I will tell no lies. Any age/looks. Tel No: 0906 515 7112 Box No: 359161

**40'S** larger lady with a definite naughty side, seeking man who loves ladies curves, looks/size/age unimportant. Tel No: 0906 515 7112 Box No: 359159

**I'M** 36yrs old, blue eyed, slim brunette seeking an older male, single dads welcome, please call if that's what you are looking for, I promise to call you back. Tel No: 0906 515 7112 Box No: 357559

**BEDFORDSHIRE** female, 39, HIV positive, likes cinema, music, travel, nights in, wine bars, seeks decent, white, professional male under 45. Tel No: 0906 515 7112 Box No: 358579

**LOVELY** lady, 48, beautiful curves, many interests, just wants to meet an honest decent guy and make him happy. Tel No: 0906 515 7112 Box No: 353417

**CHRISTIAN** female, 28, 5ft 7ins, medium build, likes swimming, meals out, cinema, bowling, seeks male for fun, friendship, maybe more. Tel No: 0906 515 7112 Box No: 383968

**PETITE** professional black lady seeks white male of any age to share the finer things in life. ACA. Tel No: 0906 515 7112 Box No: 357161

**JACKIE** young 49, dark hair, size 12, seeks male for relationship. Tel No: 0906 515 7112 Box No: 357813

**BEV** petite and trendy with a nice figure, solvent, animal friendly and looking for soul mate up for lots of fun. Age/looks unimportant. ACA. Tel No: 0906 515 7112 Box No: 356149

**CURVY** young female, dark hair/eyes, WLTm genuine older male for fun, friendship and maybe more. Tel No: 0906 515 7112 Box No: 356546

**NAUGHTY** blonde widow, slim and active, seeks creative partner in crime to share good times, maybe more. Tel No: 0906 515 7112 Box No: 372046

**LADY** late 50's, tall, blonde, green eyes, seeks male with GSOH for days out, quality and fun. Tel No: 0906 515 7112 Box No: 357477

**BRUNETTE** looking for man who knows how to make a woman laugh. Casual friendship/romance only please. Tel No: 0906 515 7112 Box No: 358619

**ATTRACTIVE** caring, interesting black lady, seeks educated, genuine, white male for LTR. Tel No: 0906 515 7112 Box No: 358937

**INDEPENDENT** 30's female who loves men in uniform looking for hunky fella to have fun with. No ties. Tel No: 0906 515 7112 Box No: 358625

**LATE** 20's female seeking older male. Call to hear exactly what I'm like and looking for. I can meet anywhere in London at any time. Tel No: 0906 515 7112 Box No: 356995

**ATTRACTIVE** lady, curvy and fun, looking for an uncomplicated fun only relationship, after work etc, any area London. Tel No: 0906 515 7112 Box No: 356991

**FUN** loving student, 21yrs, seeks male of any age for fun in London, can travel, I love a risk and having fun. Tel No: 0906 515 7112 Box No: 356981

**BUBBLY** outgoing nurse, (I love my uniform), fancy meeting up North London for some fun loving fun. Tel No: 0906 515 7112 Box No: 356983

**FOREIGN** beauty, long, long hair, 20's yrs, seeks older male who can spoil someone like me. London area. Tel No: 0906 515 7112 Box No: 356967

**TALL** slim brunette, just 21yrs seeks interesting older male who knows what's what, show me the ways of the world. Tel No: 0906 515 7112 Box No: 356969



**SANDRA** 38, slim blue eyed blonde, tactile, fun, would love to be seduced by genuine, loving guy. Age/looks/race unimportant. Tel No: 0906 515 7112 Box No: 378298

**BERYL** 70 plus, 5ft 6ins, slim, fair hair, green eyes, seeks gent who likes travel, theatre, sports, meals out. Hampshire. Tel No: 0906 515 7112 Box No: 353165

**Hi I'm** Katie, new to the single scene with no ties, 35, curvy feminine, beautiful, well educated and an all round good catch, so don't hang about. ACA. Tel No: 0906 515 7112 Box No: 356131

**CHEEKY** brunette, seeks much older male to have some fun with. Tel No: 0906 515 7112 Box No: 377306

**SPECIAL** gent sought by lady in 60's, N/S, non drinker for happiness and LTR. Tel No: 0906 515 7112 Box No: 330927

**SLIM** attractive fabulous and 40, loyal loving and extremely lonely, seeking man with a bit of get up and go! Status/nationality unimportant. Tel No: 0906 515 7112 Box No: 358605

**I'M** a leggy blue eyed adventurous female, enjoy cosy evenings in and am looking for likeminded male for friendship, maybe more. ACA. Tel No: 0906 515 7112 Box No: 358601

**FUN** loving female, 47, kind, caring, honest, likes meals out, pubs, cinema, cooking, seeks male, 39-49 for friendship/relationship. Tel No: 0906 515 7112 Box No: 357439

**SLIM** attractive blonde, interesting, looking to further life's experiences with adventurous, male. Any age. Can travel. Tel No: 0906 515 7112 Box No: 358155

**YOUNG** 22yrs old female, loves all sorts of things, seeks male any age. Looks/status unimportant. Tel No: 0906 515 7112 Box No: 357157

**FEMALE** 32yrs, long blonde hair, varied interests WLTm older guy, looks unimportant, for fun. Tel No: 0906 515 7112 Box No: 357133

**ADORABLE** beauty, curvy, caring, down to earth, trained lawyer, seeks good man for friendship, companionship, maybe more. London. Tel No: 0906 515 7112 Box No: 351337

**PENNY** slim, sporty, attractive, excellent company, enjoys the outdoors, cycling, walks, sailing, theatre, travel, seeks intelligent, like-minded gent for friendship, maybe more. London. Tel No: 0906 515 7112 Box No: 351273

**COME** live with me. Medic, petite, stunning, long hair, seeks very rich, tactile, generous gent. I will care for you forever. Essex. Tel No: 0906 515 7112 Box No: 351333

**LOVELY** Estonia lady, N/S, 59, likes music, travel, theatre, walks, seeks male, 60-70 for friendship and to share interests. Tel No: 0906 515 7112 Box No: 351133

**BLUE** eyed, slim single mum, needs help, seeks genuine caring man who wants a challenge. Eastbourne. Tel No: 0906 515 7112 Box No: 382030

**BARBARA** divorced, active, 5ft 7ins, dark hair/eyes, likes cinema, theatre, meals out, holidays, seeks intelligent male with GSOH for friendship, maybe more. Tel No: 0906 515 7112 Box No: 346745

## Men Seeking

**IF YOU'RE LOOKING** to meet or chat to someone look no further **TXT CHAT883 to 6525** for chat with pictures, fun and safe service.

**32YR** old male, outgoing, fun loving, seeks female for naughty fun. Tel No: 0906 515 7112 Box No: 384356

**BROWN** haired male, 5ft 9ins, medium build, blue eyes, likes snooker, football, pubs, seeks female for fun times. Tel No: 0906 515 7112 Box No: 384350

**MATURE** male, 6ft 2ins, N/S, likes theatre, cinema, ballroom dancing, seeks female, 55-70 with GSOH. Tel No: 0906 515 7112 Box No: 384302

**LIKE** the Abba song Take a Chance on me, warm, sincere widower, 64, 5ft 9ins, medium build, seeks sophisticated lady for loving relationship. Tel No: 0906 515 7112 Box No: 360095

**YOUNG** 40's male, free spirited, no ties, seeks girl who wants to have fun. Tel No: 0906 515 7112 Box No: 360043

**HEDONISTIC** curvy, vivacious female sought by successful, tall, young 51yr old guy to pamper and spoil. Tel No: 0906 515 7112 Box No: 384264

**AVERAGE** looking fair minded white male, seeks black lady for conversation and company. Age/looks unimportant, personality is. Tel No: 0906 515 7112 Box No: 384250

**TALL** dark, handsome space craft commander, recently launched, seeks attractive, feminine mission buddy for regular intricate docking manoeuvres and possible prolonged stay in Earth orbit. Tel No: 0906 515 7112 Box No: 384242

**WARM** caring, woman, 59, too young to be old, likes pubs, meals out, walks, cinema, theatre, seeks kind, caring, reliable, solvent male for friendship/relationship. Tel No: 0906 515 7112 Box No: 344965

**28YR** old brunette, seeks fun loving, adventurous male for relationship. Tel No: 0906 515 7112 Box No: 380918

**WANTED** dates & mates! Kim 53, straight, seeks people for socialising, drinking, holidays etc. Tel No: 0906 515 7112 Box No: 340019

**GLADYS** loving, short hair, likes cooking, seeks Christian gent with no ties for friendship, maybe more. Tel No: 0906 515 7112 Box No: 340025

**NICK** 43, petite blonde, green eyes, seeks genuine guy for company, fun, friendship and maybe more. Tel No: 0906 515 7112 Box No: 339115

**CAROLE** pretty, attractive, seeks special guy. Tel No: 0906 515 7112 Box No: 379288

**GORGEOUS** female, seeks older male for happiness and good times. Tel No: 0906 515 7112 Box No: 328043

**CURVY** blue eyed brunette, attractive and fit. I'm a young looking and active 43yrs, varied interests. WLTm mature male with GSOH who knows how to treat a lady, 40-70yrs. ACA. Tel No: 0906 515 7112 Box No: 355775

**STEVE** 47, GSOH, seeks female for friendship, maybe more. Tel No: 0906 515 7112 Box No: 384234

**ADAM** charming 44, seeks slim, good looking, adventurous lady for daytime fun and frolics. Discretion assured. Tel No: 0906 515 7112 Box No: 384226

**MESSAGE** man seeks willing lady to practise massage on. Me 55 and exciting to be with. Tel No: 0906 515 7112 Box No: 360285

**NICE** friendly, experienced male, 55, seeks similar lady for daytime adult kissing practise. Tel No: 0906 515 7112 Box No: 360279

**VERY** handsome black male, tall, athletic, seeks female of any age for fun, friendship and relationship. Tel No: 0906 515 7112 Box No: 384528

**DANNY** 46, workaholic, seeks female for fun times, maybe more. Tel No: 0906 515 7112 Box No: 360085

**EXCITING** guy 55, seeks lady, 40 plus for daytime fun. Tel No: 0906 515 7112 Box No: 359097

**ARE** you 45 plus, older experienced man, 55 can brighten up your boring days. Tel No: 0906 515 7112 Box No: 359093

**MY** secretary said don't mention the distant travel, restaurants and fine hotels. Just say you are kind, successful, seeking a younger lady, up to age of 40. Tel No: 0906 515 7112 Box No: 358999

**BLACK** male, 46, 5ft 11ins, own home/teeth, likes working out, music, seeks female, any race for LTR. Tel No: 0906 515 7112 Box No: 383860

**ROMANTIC** white male, early 50's, 6ft, dark hair, medium build, many interests, seeks tall black lady. Hove. Tel No: 0906 515 7112 Box No: 354201

**19YR** old cheeky chappie looking for older female up to 50yrs for fun/LTR. Tel No: 0906 515 7112 Box No: 384024

**PROFESSIONAL** male, 40's, 6ft 3ins, seeks mature, slim, vivacious, sensual woman, 50-60's with an unshamed appetite for life's pleasures. London. Tel No: 0906 515 7112 Box No: 359763

**AVERAGE** looking white guy seeks black lady for conversation. Personality important. Tel No: 0906 515 7112 Box No: 384190

**47YR** old male, easygoing, GSOH, likes nights out, meals, seeks female for friendship, maybe more. Tel No: 0906 515 7112 Box No: 359753

**LADY** 40 plus looking to spice up her life, very experienced, older man can show you the way. Tel No: 0906 515 7112 Box No: 359531

**DANNY** seeks older female for fun times. Tel No: 0906 515 7112 Box No: 359423

**TONY** 51, hardworking, GSOH, young at heart, seeks female, 35-50 for fun, excitement and maybe more. Tel No: 0906 515 7112 Box No: 359587

**LIKE** the Abba song, Take a chance on me. Young at heart widower, 5ft 9ins, 64, medium build, seeks sophisticated lady for loving relationship. Tel No: 0906 515 7112 Box No: 359501

**KEN** 67, 6ft, slim, N/S, ex RN, seeks lady, 60's to share life, laughter, cuddles, holidays and caravanning. Tel No: 0906 515 7112 Box No: 359111

**LADY** who will wear me out, sought by fit 55yr old nice tall man. Tel No: 0906 515 7112 Box No: 358727

**ADVENTUROUS** lady 50 plus who would try anything once sought by genuine, nice, real man 55. Tel No: 0906 515 7112 Box No: 358737

**MALE** seeks female, 55-60 for friendship, maybe more. Tel No: 0906 515 7112 Box No: 383866

**ROMANTIC** white male, early 50's, 6ft, dark hair, medium build, many interests, seeks tall black lady. Hove. Tel No: 0906 515 7112 Box No: 354201

**BRIAN** 47, 5ft 9ins, medium build, told attractive, easygoing, N/S, likes pubs, eating out, cinemas, seeks attractive white female, 35-47 LTR. Tel No: 0906 515 7112 Box No: 358795

**GOOD** looking, funny, intelligent, smart, handsome male, seeks mature woman for fun. Must be wild and full of adventure. London/Herts. Tel No: 0906 515 7112 Box No: 355899

**JEFFERY** 52, white, 6ft 2ins, medium build, likes meals out, cinema, holidays, seeks single, genuine black female for 1-2-1 relationship. Tel No: 0906 515 7112 Box No: 348663

**YOUNG** male, 33, new to area, seeks mature, adventurous female friend for fun evenings in. London. Tel No: 0906 515 7112 Box No: 358063

**BLACK** male, 43, kind, caring, easygoing, seeks white female, 39-48 for relationship and good times. Tel No: 0906 515 7112 Box No: 341075

**LOVING** genuine male, 48, full of life and love, seeks slim-medium build female/soul mate. Tel No: 0906 515 7112 Box No: 358023

**ROBBIE** 55, GSOH, slim, fit, likes meals out, walks, seeks female for friendship, maybe more. Tel No: 0906 515 7112 Box No: 358549

**SINCERE** male, early 60's, 6ft, white, likes most things, widow, seeks female of similar age for who knows what. Tel No: 0906 515 7112 Box No: 332841

**6FT** 2ins male widow, 72, not overweight, grey hair, retired, professional, seeks female, 65-74 for friendship, maybe more. Tel No: 0906 515 7112 Box No: 358713

**LADY** 45-65 who likes a good massage, sought by 55yr old male. Tel No: 0906 515 7112 Box No: 358725

**YOUNG** male, trainee masseuse, seeks mature, adventurous lady for refreshing times. Tel No: 0906 515 7112 Box No: 359459

**MALE** 60, loving, caring, solvent, likes country walks, cooking, seeks female, any age for LTR. Tel No: 0906 515 7112 Box No: 359587

**CHRIS** medium build, brown hair, seeks nice lady for fun nights out and maybe more. Tel No: 0906 515 7112 Box No: 359585

**RETIRED** male, clean shaven, seeks muscular guy, any age/nationality. Tel No: 0906 515 7112 Box No: 359055

**FRIENDLY** 58, young outlook, active, N/S, likes normal things, caring, sharing, affectionate, no ties, looking for happy times with new friend, 48-55. Worthing. Tel No: 0906 515 7112 Box No: 384014

**BI** male, 57, passive, tactile, seeks good looking, muscular male for occasional meetings. Tel No: 0906 515 7112 Box No: 357451

**ATTRACTION** non scene gay hunk, late 20's, seeks older, solvent gent, 65 plus for mutual fun. Tel No: 0906 515 7112 Box No: 348543

**BI** male, 57, passive, tactile, seeks good looking, muscular male for occasional meetings. Tel No: 0906 515 7112 Box No: 357451

**RETIRED** male, clean shaven, seeks muscular guy, any age/nationality. Tel No: 0906 515 7112 Box No: 359055

**FRIENDLY** 58, young outlook, active, N/S, likes normal things, caring, sharing, affectionate, no ties, looking for happy times with new friend, 48-55. Worthing. Tel No: 0906 515 7112 Box No: 384014

**BRIAN** 47, 5ft 9ins, medium build, told attractive, easygoing, N/S, likes pubs, eating out, cinemas, seeks attractive white female, 35-47 LTR. Tel No: 0906 515 7112 Box No: 358795

**GOOD** looking, funny, intelligent, smart, handsome male, seeks mature woman for fun. Must be wild and full of adventure. London/Herts. Tel No: 0906 515 7112 Box No: 355899

**JEFFERY** 52, white, 6ft 2ins, medium build, likes meals out, cinema, holidays, seeks single, genuine black female for 1-2-1 relationship. Tel No: 0906 515 7112 Box No: 348663

**YOUNG** male, 33, new to area, seeks mature, adventurous female friend for fun evenings in. London. Tel No: 0906 515 7112 Box No: 358063

**BLACK** male, 43, kind, caring, easygoing, seeks white female, 39-48 for relationship and good times. Tel No: 0906 515 7112 Box No: 341075

**LOVING** genuine male, 48, full of life and love, seeks slim-medium build female/soul mate. Tel No: 0906 515 7112 Box No: 358023

**ROBBIE** 55, GSOH, slim, fit, likes meals out, walks, seeks female for friendship, maybe more. Tel No: 0906 515 7112 Box No: 358549

**SINCERE** male, early 60's, 6ft, white, likes most things, widow, seeks female of similar age for who knows what



# Keep Kent Working!

2011  
Campaign

It's jobs for Kent

## Melissa says 'you're hired'



**FOREFRONT:** Melissa Cohen at Bluewater

THE Apprentice contestant Melissa Cohen was on hand to mark Bluewater's contribution to National Apprenticeship Week.

Ms Cohen, who was fired by Lord Sugar in week four of the latest series of the BBC show, visited Kent to assist in a challenge to merchandise the shop front of the children's clothing store Pumpkin Patch. She was joined by Bluewater retail manager James Waugh, apprentice Vicky Collingwood, and Kent County Council deputy cabinet member for customer and communities, Cllr Avtar Sandhu.

Ms Cohen said: "It's essential to show any prospective employer you are willing to go above and beyond for a dream job."

"Apprenticeship schemes are the perfect opportunity to gain practical experience, which makes the candidate stand out from your average applicant."

There are more than 3,500 apprentices working across the county, including 400 who have worked or are currently employed with in KCC through the Kent Success scheme.

Bluewater general manager Andrew Parkinson said: "Apprenticeships are a great way for people to begin a career in this industry. They are also invaluable to employers, creating confident, motivated and skilled individuals with a good balance of practical experience and formal qualifications."

"We strongly recommend that businesses support apprenticeships, and that people looking to build a career and gain professional qualifications visit our apprenticeship hub and roadshow to find out how they can take the first steps."

# Keep Kent Working! It's jobs for Kent

## Keeping skills local is college's key aim

By **STEVE KNIGHT**

steve.knight@kosmedia.co.uk

TRAINING providers are teaming up with Kent's business community to ensure the county's best young workers are not lost to the capital.

MidKent College is the latest organisation to back this newspaper's Keep Kent Working campaign, one of the key aims of which is to prove to newly qualified students that they do not need to move to London to further their careers.

And according to business development head Jacqui Brown, the college is playing its part by actively seeking to team up its students with businesses in the Medway and Maidstone areas.

She said: "Kent is in competition with both London and Europe, but we're told the skill set in the South East is well below what it should be."

"We hope to change this by helping young people reach a skill level that will support the local economy to the benefit of everyone in Kent."

"What we're going to do – hopefully before August – is have a recruitment shop whereby we can put students in touch with local employers as they approach the end of their courses."

"It will also be free support for the businesses and we hope they will come to us as their first port of call when looking for staff."

There are more than 3,500 apprentices working across Kent, but according to the county council there is still a shortage of employers offering places to willing young workers.

However, Mrs Brown said she thought the situation was improving.

"Traditional companies like builders and engineers have always had apprentices," she said. "But it's the so-called 'soft skill' profes-



**LOCAL ANGLE:** So-called 'soft skills' and traditional trades both have a role to play in providing Kent's future workforce

sions like accountancy, business admin and customer service that are the difficult ones.

"But we're getting the perception changed and driving home the message that although we can train these young workers, they still need to gain competence in the workplace."

**WHAT** is your business doing to help Keep Kent Working?

Are you running an apprenticeship scheme to attract young workers? Are your employees being sent on training courses to aid their personal development? Or are you funding a university scholarship to help find the businessmen and women of the future?

Send your good news stories to [steve.knight@kosmedia.co.uk](mailto:steve.knight@kosmedia.co.uk) or call 01303 817136.



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# Working together as merger approaches

BROMLEY and Orpington colleges have launched a joint apprenticeship drive ahead of their planned merger later this year.

Together the colleges offer apprenticeships in more than 10 occupations, ranging from beauty therapy and dental nursing to logistics and motor engineering.

And as part of their commitment to National Apprenticeship Week held earlier this month, they are reiterating how valuable the programmes can be to individuals and their employers. Young mechanic Aaron Farron is working as an apprentice with the car dealership WJ King, which has show-rooms in towns across Kent.

He said: "A lot of students who just study find that they know how to do everything by the book, but when they're faced with a problem they get stuck because they haven't had a chance to practice. Working here is great, the people are really helpful and it's fun. I'd definitely suggest doing an appren-

ticeship to anyone who's interested in getting into the trade.

"You get much more practice than you do as a full-time student. It's really convenient, it's local and I'm always learning."

Call 020 8295 7070 for more information or email apprenticeships@bromley.ac.uk.

Meanwhile, a public consultation to consider the merger of the colleges will end on Friday, March 4.

If all goes according to plan, the new college will open in August as the Bromley College of Further and Higher Education with Orpington and Bromley retained as campus names.

Bromley principal Sam Parrett and Orpington principal Simon Norton said in a joint statement: "Merger will allow us to better utilise our facilities and improve efficiency, ensuring we maximise resources for teaching and learning in the challenging economic and financial environment ahead."



## Fuelling academic interest

PETROLHEADS at K College will build a Caterham Seven from scratch as part of their motorsports BTEC course.

Thirteen students aged 17-25 will construct the vehicle as part of their coursework for the level three diploma, which also forms part of the college's rewards programme.

Learning manager Nick Aldridge said: "In the past it has been difficult to motivate lower-level learners to complete their skills lessons in maths, English and ICT."

"This project will help encourage the students' creative writing and their maths ability. With support from Caterham, we feel this rewards scheme will prove to be a huge success for the students and the college."

Caterham, which has a parts department in Dartford, has run similar initiatives at 13 schools across the UK in the last four years.

Marketing director Andy Noble said: "Caterham has always been about experiencing the car, not just looking at them."

## Inspired by sports science

A PROJECT to engage sixth-form students in sports science has earned the University of Kent a London 2012 Inspire mark.

The award is in recognition of an interactive open day held at the Medway Park complex last month, which gave A-level students from across the county access to specialist sports science equipment.

It means the university can now use the Inspired by London 2012 logo to promote its public sport engagement programmes.

"We're delighted to receive recognition

from the Inspire team for our interactive sports science day," said Prof Louis Passfield, director of the Centre for Sports Studies. "The Olympics will be great for London to host but it's also important we put in place programmes that build on the enthusiasm the Games will generate to engage more people in sport."

The Medway Park complex boasts modern facilities including a sports therapy clinic, laboratory, gym and separate seminar room with full audio/visual equipment.

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### Business Administration Apprentice

The successful applicant will offer administrative support whilst completing on the job training and the following qualifications: NVQ in Business Administration, Technical Certificate and Key Skills in Literacy and Numeracy.

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The successful applicant will welcome and host customers to the Business Centre whilst completing on the job training and the following qualifications: NVQ in Customer Service, Technical Certificate and Key Skills in Literacy and Numeracy.

If you have a positive approach, good organisational and communication skills and would like to be considered for either of these opportunities:

### Apply now!

Closing date: **23 February 2011**

Applicants may be required to attend an Assessment Day on Wednesday 2nd March and may also be required to attend Interview on Tuesday 8th March.

For further details and to apply online please visit our website [www.thanet.ac.uk](http://www.thanet.ac.uk) and click on 'Vacancies'. Alternatively contact the HR Office, Thanet College, Ramsgate Road, Broadstairs, Kent, CT10 1PN or telephone our application line for an application pack on (01843) 605052

Job reference: **APR001**

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weekdays between 10am and 4pm

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Closing date for application is **28th February 2011**

For an application form please contact:

**Stephanie Woodcock** on [reception@canterburysaab.co.uk](mailto:reception@canterburysaab.co.uk)

Westminster Road, Vauxhall Industrial Estate, Canterbury. CT1 1YY

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**Liz Page on 01227 711 912**

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Closing date: Wednesday 23rd February 2011



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(Full Time / Part Time) Kent (Ashford)

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Kent (Ashford)

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### SERVICE ADVISORS

An experienced Service Advisor is required for our busy Malthouse Reception and also for our Land Rover Reception. Both positions are based in Canterbury and once again the successful applicants will be comfortable dealing with customers both face to face and on the telephone and be professional throughout. It is important that the applicants be good team players and experienced at dealing with staff at all levels.

### MOTOR VEHICLE TECHNICIAN

A Motor Vehicle Technician is required for our Land Rover operation in Canterbury. The successful applicant will already be an experienced Technician ideally with the Land Rover franchise. However, full training will be given to the right applicant. This is an exciting time for Land Rover with the new Evoque due to arrive in September of this year.

Please send your CV for the attention of Lana Farr at: Barretts of Canterbury Ltd, 28 - 30 St Peters Street, Canterbury, Kent CT1 2BL

Closing date 11/3/11

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Kent Salary Scheme 3 points 7-11 (£14,009.00 to £15,984.00 pa)  
Pro rata to £9,163.70 - £10,388.87 pa

Plus an additional allowance of £6.50 per day when used in the PD Department

A friendly and adaptable person is required to work with an identified subject area for learning support. In addition, you would provide relief cover for the PD Department in the event of absence, to proactively support students with their learning and welfare needs in order to maximise their levels of achievement and independence. You will be required to undertake moving and handling training, and it would be an advantage to have an interest in, or experience of, working with physically disabled students and a good level of numeracy and literacy (Level 2 or equivalent) is essential.

To apply please submit with your application to Kay Allen, HR Manager, a letter outlining your reasons for wanting this position, together with evidence of why you are suitable for the role, and how you have developed your skills in previous roles in readiness for this position.

Further details and application forms may be obtained from our HR Manager by email at [k.allen@thamesview.kent.sch.uk](mailto:k.allen@thamesview.kent.sch.uk) or by telephoning 01474 566552 ext 8081120.

Closing Date: **21st February 2011**

Interviews: **Week Commencing 28th February 2011**

CVs without an application form will not be accepted.

Appointment to this post is subject to a criminal background check via the disclosure procedure. Thamesview School operates a non-smoking policy.



## Career opportunities at MidKent College

MidKent College based in the Medway Towns and Maidstone is seeking to appoint an outstanding individual in the following area:

### Hourly Paid Lecturer in Business

Ref: SESS09

Hourly rate: £21.44 - £25.22 (dependent on qualifications and experience)

We are looking to recruit a passionate individual to teach Level 2 Business Studies. The successful candidate will ideally hold a relevant Business qualification and either hold or be willing to work towards a recognised teaching qualification.

**CLOSING DATE: Wednesday 23 February 2011**

MidKent College and RBLI Employment Solutions are working in partnership to support disabled applicants. For assistance please contact RBLI on 0800783114 or visit their website [www.rbli.co.uk](http://www.rbli.co.uk)

The College is committed to safeguarding and promoting the welfare of children and young people and expects all staff and volunteers to share this commitment. Any offer of employment is subject to a Criminal Records Bureau check in accordance with the College procedure.

For an application pack and further details visit [www.midkent.ac.uk](http://www.midkent.ac.uk) or e mail [job.applications@midkent.ac.uk](mailto:job.applications@midkent.ac.uk) Alternatively you may contact Human Resources on 01634 383102.

The College is committed to safeguarding children and young people therefore any offer of employment will be subject to a CRB check.

MidKent College is an equal opportunities employer



## LECTURER IN CARPENTRY AND JOINERY

Salary scale: £25,589-£30,205 for 37 hours per week all year

A lecturer is required to deliver high quality education and training, to support students and trainees effectively (including individual and group tutorials), and to further develop the wood occupations curriculum.

Job reference: LCJ001

Closing date: Wednesday 2nd March 2011

Interview date: 23rd March 2011

## TROWEL TRADES TECHNICIAN

Salary scale: £7,990-£8,896 for 18.5 hours per week all year

The college is looking to recruit a Trowel Trades Technician to provide support and assistance to staff and students in the workshops as appropriate.

Job reference: TTT001

Closing date: Wednesday 18th March 2011

## JOBS BROKER

Salary Scale: £22,289 - £26,408 for 37 hours per week, all year  
FIXED TERM UNTIL 30 SEPTEMBER 2011

The college is looking to recruit to the above post to provide a job brokerage function for projects in the College.

Job reference: JB001

Closing date: Wednesday 2nd March 2011

Interview date: 14th March 2011

For further details and to apply online please visit our website [www.thanet.ac.uk](http://www.thanet.ac.uk) and click on 'Vacancies'. Alternatively contact the HR Office, Thanet College, Ramsgate Road, Broadstairs, Kent, CT10 1PN or telephone our application line for an application pack on (01843) 605052.

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## TOWNSCAPE IMPROVEMENT OFFICER

Location: Civic Centre, Folkestone

Salary: £25,620 - £30,201 plus essential car user allowance

Shepway is a coastal district undergoing a transformation through a range of public and private sector initiatives. To complement this activity, the district is keen to ensure that the urban environment across all its towns is improved. As such, a new post has been created within the Economic Regeneration Team to tackle townscape issues.

Your role will be to develop a Townscape Improvement Strategy for the district in collaboration with partner organisations and implement it through a wide range of initiatives.

Application details on this exciting new position can be accessed via

[www.shepway.gov.uk](http://www.shepway.gov.uk) or alternatively if you

would like to discuss this post, please contact

Jeremy Whittaker, Economic Regeneration

Team Leader on 01303 853375.

The closing date for applications is 4 March 2011

Provisional Interview date is 18 March 2011



**Marlowe Academy**

Stirling way, Ramsgate, Kent CT12 6NB  
[www.marloweacademy.co.uk](http://www.marloweacademy.co.uk)

## Graduate Teacher Training Programme

Starting 1st July 2011 in the following subject areas:

**Mathematics, English and Science**

Salary: £15,817

We offer an exciting opportunity to work in Kent's first Academy where we continue to challenge traditional approaches and to drive up standards. Our students are offered innovative and challenging learning experiences. As part of your training package you would be supported by experienced and enthusiastic staff. Candidates must have a degree in a related subject, have left university for at least a year before commencing training, and have some experience of working with children.

Interested?

Then download further information and an application form from our website or contact the Academy. We look forward to hearing from you.

The closing date is: Monday 28th February 2011

Enquiries or visits to the Academy are welcome.

Please contact Marion Wigington, HR Manager, on 01843 598550 or email [marionwigington@marloweacademy.co.uk](mailto:marionwigington@marloweacademy.co.uk)

The Marlowe Academy is committed to safeguarding and protecting the welfare of children and the successful applicants will have to undertake Enhanced Disclosure via the CRB.

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**THANET COLLEGE**

RAISING ASPIRATIONS - DEVELOPING SKILLS - DELIVERING QUALITY

## BUSINESS PROGRAMME MANAGER

*Salary Scale: £33,917 per annum for 37 hours per week, all year*

Located at our fantastic new Manston Business Centre we are looking to recruit a Business Programme Manager to be responsible for managing programmes within the business development division and to promote very high standards in a positive and supportive culture that aspires to be outstanding.

*Closing date: Wednesday 23rd February 2011*

For further details and to apply online please visit our website [www.thanet.ac.uk](http://www.thanet.ac.uk) and click on 'Vacancies'.

Alternatively contact the HR Office, Thanet College, Ramsgate Road, Broadstairs, Kent, CT10 1PN or telephone our application line for an application pack on (01843) 605052

*Job reference: BPM001*

**Promoting Equality Preventing Discrimination**





**The Folkestone academy**

## SEASONAL GROUNDS PERSON

*Six Months contract to commence April 2011  
20 hours per week  
Salary: £6.50 per hour*

We are looking to appoint a Seasonal Grounds person on a six month fixed term contract to commence April 2011 based at Folkestone All Age Academy.

Duties to include grass cutting; weeding; litter picking and general grounds work. Experience of cutting machinery an advantage however full training will be given.

For further details please go to our website at [www.folkestoneacademy.com](http://www.folkestoneacademy.com) or contact Marion Wigington on 01843 598550 for further details.

**Closing date: Monday 2nd March 2011**

*The Folkestone Academy is committed to the safeguarding of children and promoting the welfare of children and young people and expects all staff and volunteers to share this commitment. The successful applicant will be subject to appropriate child protection screening including checks with previous employers and the Criminal Records Bureau. The Academy is an equal opportunities employer.*

**The Folkestone Academy**  
Academy Lane, Folkestone, Kent CT19 5PF  
Tel: 01303 842400 • Email: [admin@folkestoneacademy.com](mailto:admin@folkestoneacademy.com)



**DOVER GRAMMAR SCHOOL FOR BOYS**

BUSINESS AND ENTERPRISE COLLEGE  
INTERNATIONAL BACCALAUREATE WORLD SCHOOL

## GRADUATE TEACHER PROGRAMME APPLICATIONS INVITED

We wish to offer the following trainee placements on the Graduate Teacher Programme

Required for September 2011

## History, PE and Science

We have a very successful programme of support and qualification for our GTP students which has been enhanced by the excellent links the school has with Canterbury Christchurch University.

If you are enthusiastic and hard working; if you enjoy working with young people; if you relish a challenge and feel you have the necessary skills for this post, please contact the School Office, on 01304 206117, or email [sbarham@dovergramboys.kent.sch.uk](mailto:sbarham@dovergramboys.kent.sch.uk), for an application pack.

Closing date for applications is **Friday 25 February 2011**  
Interviews will be held on **Friday 4th March 2011**



To advertise in this section



**01303 817040**



**THANET COLLEGE**

## “Raising Aspirations, Developing Skills, Delivering Quality”

## Thanet College recruits ‘The Apprentice’

### FIXED TERM FOR 36 WEEKS

Salary Scale: **£95 per week for 37 hours per week**

Thanet College is delighted to offer opportunities to “earn as you learn”.

The Business Development Division is recruiting two Apprentices to work and train at the fantastic new Manston Business Centre alongside experienced staff.

### Business Administration Apprentice

The successful applicant will offer administrative support whilst completing on the job training and the following qualifications: NVQ in Business Administration, Technical Certificate and Key Skills in Literacy and Numeracy.

### Customer Service Apprentice

The successful applicant will welcome and host customers to the Business Centre whilst completing on the job training and the following qualifications: NVQ in Customer Service, Technical Certificate and Key Skills in Literacy and Numeracy.

If you have a positive approach, good organisational and communication skills and would like to be considered for either of these opportunities:

**Apply now!**

Closing date: **23 February 2011**

Applicants may be required to attend an Assessment Day on Wednesday 2nd March and may also be required to attend Interview on Tuesday 8th March.

For further details and to apply online please visit our website [www.thanet.ac.uk](http://www.thanet.ac.uk) and click on 'Vacancies'. Alternatively contact the HR Office, Thanet College, Ramsgate Road, Broadstairs, Kent, CT10 1PN or telephone our application line for an application pack on (01843) 605052

Job reference: **APR001**

**Promoting Equality Preventing Discrimination**



## PUBLIC NOTICES

**KENT COUNTY COUNCIL**  
**THE MARRIAGE ACT 1949 AND CIVIL PARTNERSHIP ACT 2004**  
**APPROVED PREMISES FOR CIVIL MARRIAGES & CIVIL PARTNERSHIPS**

An application has been made to Kent County Council to grant an approval for the following premises to act as a venue for the solemnisation of civil marriages and civil partnerships:-

Name of Premises: **Windyridge Guesthouse, Wraik Hill, Whitstable**

Applicant: **John Hawkins**

The application and plan of the premises may be inspected at the address below during normal office hours. Any person may give notice in writing of an objection to the grant of an approval, together with the reasons, within 21 days from the date of this newspaper. Objections should be sent to the address below.

Giles Adey  
Head of Registration  
1st Floor, Invicta House  
Maidstone, ME14 1XX



**KENT COUNTY COUNCIL**  
**THE MARRIAGE ACT 1949 AND CIVIL PARTNERSHIP ACT 2004**  
**APPROVED PREMISES FOR CIVIL MARRIAGES & CIVIL PARTNERSHIPS**

An application has been made to Kent County Council to grant a renewal of an approval for the following premises to act as a venue for the solemnisation of civil marriages and civil partnerships:-

Name of Premises: **The Crown Inn, The Street, Finglesham, Deal**

Applicant: **Mrs Helen Ovenden**

The application and plan of the premises may be inspected at the address below during normal office hours. Any person may give notice in writing of an objection to the renewal of the grant of approval, together with the reasons, within 21 days from the date of this newspaper. Objections should be sent to the address below.

Giles Adey  
Head of Registration  
1st Floor, Invicta House,  
Maidstone, ME14 1XX



To advertise in this section



**01303 817040**

**KENT COUNTY COUNCIL**  
**THE MARRIAGE ACT 1949 AND CIVIL PARTNERSHIP ACT 2004**  
**APPROVED PREMISES FOR CIVIL MARRIAGES & CIVIL PARTNERSHIPS**

An application has been made to Kent County Council to grant an approval for the following premises to act as a venue for the solemnisation of civil marriages and civil partnerships:-

Name of Premises: **The Orchards, New Road, East Malling**

Applicant: **Ian Hardie**

The application and plan of the premises may be inspected at the address below during normal office hours. Any person may give notice in writing of an objection to the grant of an approval, together with the reasons, within 21 days from the date of this newspaper. Objections should be sent to the address below.

Giles Adey  
Head of Registration  
1st Floor, Invicta House,  
Maidstone, ME14 1XX



### Highways – District of Swale

#### HEARTS DELIGHT ROAD, TUNSTALL (PROHIBITION OF DRIVING) TEMPORARY ORDER 2011

#### THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

NOTICE is given that because of the installation of a new electrical supply, the Kent County Council has made an Order prohibiting through traffic on Hearts Delight Road, Tunstall, on or after 21 February 2011 for up to 1 day or until the works have been completed.

The road will be closed in the vicinity of 'The Oast'. There will be no access for through traffic between the junctions with Bredgar Road and Park Drive.

The alternative route is via Hearts Delight Road, Hearts Delight, Bannister Hill, Borden Lane, Riddles Road, Minterne Avenue, Bradley Drive, Park Drive and Tunstall Road.

#### (PROHIBITION OF STOPPING OUTSIDE SCHOOLS) (AMENDMENT NO. 2) ORDER 2010

Notice is hereby given that KENT COUNTY COUNCIL has made the above named Order under sections 1(1), 2(1) to (3), 3(2), 4(1) and (2), 32(1), 35(1), 45, 46, 49 and 53 of the Road Traffic Regulation Act 1984, and of all other enabling powers, and after consultation with the chief officer of police in accordance with Part III of Schedule 9 to the Act:

The effect of the Order will introduce "School Keep Clear" zig-zag markings to prevent parking along the frontage of Iwade County Primary School in the vicinity of the pedestrian crossing on the northern side of School Lane from a point adjacent to the school/shop car park entrance for a distance of 43 metres in a westerly direction

This Order is necessary for safety reasons, and will make stopping on the "School Keep Clear" zigzag markings from Mondays to Fridays from 8.00am to 5.00am during school term times an infringement which may be dealt with by the issue of a penalty charge notice.


The Order was sealed on 14 February 2011 and will come into force 17 February 2011.

Full details are contained in the Order which, together with the relevant plans, any Orders amended and a statement of the Council's reasons for making the Order may be examined on Mondays to Fridays Council Offices of Swale Borough Council, Swale House, East Street, Sittingbourne, Kent and at Kent County Council, Sessions House, Maidstone during normal opening times.

Any person wishing to question the validity of the Order or any of the provisions contained therein on the grounds that it is not within the powers of the relevant enabling Act or that any requirement of any such enabling Act or of any regulations made thereunder have not been complied with may within 6 weeks from the date on which the Order was made make application to the High Court for this purpose.

**Katherine Kerswell, Group Managing Director**  
**Kent County Council, County Hall, Maidstone, Kent**

For further information please contact Kent Highway services on 08458 247 800 (local rate) or visit [www.kent.gov.uk/highways](http://www.kent.gov.uk/highways)





HIGHWAYS –District of Sevenoaks

**HEVER ROAD, EDENBRIDGE - (TEMPORARY PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011**  
**THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991**

Notice is hereby given that owing to the likelihood of danger to the public whilst works are carried out on or near the highway the Kent County Council has made an Order restricting the use by vehicular traffic on Hever Road, Edenbridge from Philippines Close to outside Delaware Cottages.

The Order will become effective on 21st February 2011, will be in operation and remain valid for a maximum period of 18 months; the works are planned to commence 26th February and last 3 weeks. These restrictions will be effective when the appropriate signage is in place.

The alternative route for the above restriction will be via: New House Farm Road, Lydens Lane, B2026 Hartfield Road and B2026 Mill Hill.

The purpose of the closure is to facilitate installation of a new electricity supply.

**IDE HILL ROAD, BOUGH BEECH - (TEMPORARY PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011**  
**THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991**

Notice is hereby given that owing to the likelihood of danger to the public whilst works are carried out on or near the highway the Kent County Council intends to make an Order restricting the use by vehicular traffic on Ide Hill Road, Bough Beech between B2027 Clinton Lane and Lakeside Close.

The Order will become effective on 7th March 2011, will be in operation and remain valid for a maximum period of 18 months; the works are planned to commence last 1 week. These restrictions will be effective when the appropriate signage is in place.

The alternative route for the above restriction will be via: B2027 Clinton Lane, Four Elms Road, Green Lane and Ide Hill Road.

The purpose of the closure is to facilitate installation of a new electricity supply.

**STATION ROAD, SHOREHAM - (TEMPORARY PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011**  
**THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991**

Notice is hereby given that owing to the likelihood of danger to the public whilst works are carried out on or near the highway the Kent County Council has made an Order restricting the use by vehicular traffic on Station Road, Shoreham 5m from the railway bridge.

The Order will become effective on 21st February 2011, will be in operation and remain valid for a maximum period of 18 months; the works are planned to last 5 days. These restrictions will be effective when the appropriate signage is in place.

The alternative route for the above restriction will be via: Church Street, Shoreham, Filston Lane, Shoreham, Twitton Lane, Otford, Pilgrims Way West, Otford, Station Road, Otford and Shoreham Road, Otford.

The purpose of the closure is to facilitate installation of 15m of service cable.

**VARIOUS ROADS, SEVENOAKS/DARTFORD/GRAVESHAM AND TONBRIDGE AND MALLING - (TEMPORARY PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011**  
**THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991**

Notice is hereby given that owing to the likelihood of danger to the public whilst works are carried out on or near the highway the Kent County Council intends to make an Order restricting the use by vehicular traffic on Various Roads, Sevenoaks/Dartford/Gravesham/Tonbridge and Malling as noted in schedule 1.

The Order will become effective on 7th March 2011, will be in operation and remain valid for a maximum period of 18 months; dates in schedule are anticipated dates however actual work dates will be displayed by signage on site 14 days in advance. These restrictions will be effective when the appropriate signage is in place.

The alternative route for the above restriction will be via: as noted in the attached schedule.

Schedule 1

| Sevenoaks         |                                                                           |
|-------------------|---------------------------------------------------------------------------|
| <b>Road Name:</b> | <b>Lakeview Road, Sevenoaks</b>                                           |
| <b>Extent:</b>    | Entire Length                                                             |
| <b>Date:</b>      | 10th March 2011 for 4 working days                                        |
| <b>Diversion:</b> | Lambarde Road, Betenson Avenue and Robyns Way                             |
| <b>Road Name:</b> | <b>Hopgarden Lane, Sevenoaks</b>                                          |
| <b>Extent:</b>    | Entire Length                                                             |
| <b>Date:</b>      | 17th March 2011 for 2 working days                                        |
| <b>Diversion:</b> | Ashgrove Road, Oak Lane and Grassy Lane                                   |
| <b>Road Name:</b> | <b>Gracious Lane, Sevenoaks</b>                                           |
| <b>Extent:</b>    | Between Gracious Bridge and Hubbards Hill                                 |
| <b>Date:</b>      | 18th March 2011 for 4 working days                                        |
| <b>Diversion:</b> | Oak Lane, Ashgrove Road and Weald Road                                    |
| <b>Road Name:</b> | <b>Honeypot Lane, Kemsing</b>                                             |
| <b>Extent:</b>    | Entire Length                                                             |
| <b>Date:</b>      | 23rd March 2011 for 3 working days                                        |
| <b>Diversion:</b> | Noah's Ark, St Edith's Road, High Street, Heaverham Road and Watery Lane  |
| <b>Road Name:</b> | <b>Watery Lane, Kemsing</b>                                               |
| <b>Extent:</b>    | Between Heaverham Road and Honeypot Lane                                  |
| <b>Date:</b>      | 25th March 2011 for 4 working days                                        |
| <b>Diversion:</b> | Heaverham Road, High Street, St Edith's Road, Noahs Ark and Honeypot Lane |

**Road Name:** **Goodbury Road, West Kingsdown**  
**Extent:** Entire Length  
**Date:** 31st March 2011 for 2 days  
**Diversion:** Birchin Cross Road and Clarkes Green Road

**Road Name:** **East Hill Road, West Kingsdown**  
**Extent:** Between Goodbury Road and Cherry Tree Grove  
**Date:** 1st April 2011 for 2 days

**Road Name:** **Beldam Haw, Halstead**  
**Extent:** Entire Length  
**Date:** 4th April 2011 for 2 working days

**Road Name:** **North Ash Road, New Ash Green**  
**Extent:** Entire Length  
**Date:** 6th April 2011 for 2 working days  
**Diversion:** Ash Road and Redhill Road

Dartford

**Road Name:** **Hook Green Road, Southfleet**  
**Extent:** Between Whitehill Road and Warren Road  
**Date:** 23rd March 2011 for 3 working days  
**Diversion:** Dale Road, Station Road, Betsham Road and Highcross Road

**Road Name:** **Ship Lane, Sutton at Hon**  
**Extent:** Between A225 Main Road and Church Road  
**Date:** 24th March 2011 for 3 working days  
**Diversion:** A225 Main Road, A20 Main Road/London Road, Button Street and Wood Street

Gravesham

**Road Name:** **Telegraph Hill, Higham**  
**Extent:** Between A226 Gravesend Road and Hermitage Road  
**Date:** 18th March 2011 for 3 working days  
**Diversion:** Hermitage Road, Forge Lane and A226 Gravesend Road

**Road Name:** **Cerne Road, Gravesend**  
**Extent:** Between St Francis Avenue and Cambria Crescent  
**Date:** 21st March 2011 for 3 working days  
**Diversion:** St Francis Avenue and Cambria Crescent

**Road Name:** **Pickwick Gardens, Northfleet**  
**Extent:** Between Dene Holm Road and Masefield Road  
**Date:** 22nd March 2011 for 3 working days  
**Diversion:** Masefield Road, Painters Ash Lane and Den Holm Road

**Road Name:** **Cobhambury Road, Cobham**  
**Extent:** Between The Street and Warren Road  
**Date:** 25th March 2011 for 3 working days  
**Diversion:** The Street, Sole Street, Gold Street, Henley Street and Luddesdown Road

**Road Name:** **White Horse Lane, Harvel**  
**Extent:** Between Harvel Road and Dean Lane  
**Date:** 25th March 2011 for 2 working days  
**Diversion:** Harvel Street, Harvel Lane and Harvel Road

**Road Name:** **Shorne Ifield Road, Shorne**  
**Extent:** Between Mill Hill Lane and Thong Lane  
**Date:** 28th March 2011 for 5 working days  
**Diversion:** Crown Lane, Forge Lane, A226 Gravesend Road, A226 Rochester Road and Thong Lane

**Road Name:** **White Post Lane, Cobham**  
**Extent:** Between Round Street and Copt Hall Road  
**Date:** 30th March 2011 for 3 working days  
**Diversion:** Round Street and Copt Hall Road

**Road Name:** **Church Lane, Chalk**  
**Extent:** Between A226 Rochester Road and Lower Higham Road  
**Date:** 30th March 2011 for 2 working days  
**Diversion:** Lower Higham Road, Vicarage Lane, Chalk Road and A226 Rochester Road

**Road Name:** **Jeskyns Road, Cobham**  
**Extent:** Between Sole Street and Round Street  
**Date:** 31st March 2011 for 2 working days  
**Diversion:** Sole Street and Round Street Tonbridge and Malling

Tonbridge and Malling

**Road Name:** **Swanton Road, West Peckham**  
**Extent:** Between B2016 Sevenmile Lane and Stan Lane  
**Date:** 22nd March 2011 for 5 working days  
**Diversion:** Stan Lane, Mereworth Road and The B2016 Sevenmile Lane

**Road Name:** **Court Road, Burham**  
**Extent:** Between Bell Lane and Church Street  
**Date:** 27th March 2011 and 3rd April  
**Diversion:** Bell Lane, Rochester Road and Church Street

**Road Name:** **Roydon Hall Road, East Peckham**  
**Extent:** Between A228 Sevenmile Lane and Park Road  
**Date:** 30th March 2011 for 5 working days  
**Diversion:** Park Road, Old Church Lane and A228 Sevenmile Lane

**Road Name:** **Roughetts Road, Addington**  
**Extent:** Between Church Road and The Street  
**Date:** 3rd March 2011 and 10th April 2011  
**Diversion:** Woodgate Road, Trottsicliffe Road and A20 London Road

**Road Name:** **Pilgrims Way, Wrotham**  
**Extent:** Between A20 London Road and Nepicar Lane  
**Date:** 8th April 2011 for 3 working days  
**Diversion:** A20 London Road and Nepicar Lane

The purpose of the Order is to facilitate carriageway pre-patching works to be undertaken by Kent Highway Services.

HIGHWAYS - Borough of Tonbridge & Malling

**THE KENT COUNTY COUNCIL (BELL LANE, DITTON) (PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011**  
**THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991**

NOTICE is hereby given that because works are proposed to be carried out on or near a road the Kent County Council has made an Order prohibiting the use by through traffic on Bell Lane, Ditton on or after Monday 21st February 2011 for a period of up to 1 day or until such works are completed.

The alternative route is via Oak Drive, Maple Close, Laburnum Drive, New Hythe Lane, A20 London Road.

Kent Highway Services apologise for any inconvenience caused by these works, which are necessary to cleanse gullies, pipe work and empty soakaways. Should you require any further information for these works, the contact is Sara Fletcher on 08458 247 800.

**(BROADWATER ROAD, EAST MALLING) (PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011**  
**THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991**

NOTICE is hereby given that because works are proposed to be carried out on or near a road the Kent County Council intends to make an Order prohibiting the use by through traffic on Broadwater Road at the railway bridge on or after Sunday 13th March 2011 for a period of up to 1 day or until such works are completed.

The alternative route is via Well Street, Stickens Lane, Clare Lane.

Network Rail apologise for any inconvenience caused by these works, which are necessary for installing an access gate track side. Should you require any further information for these works, the contact is Robert Lupinda of Bam Nuttall Ltd on 01892 512255.

**(BLACKMANS LANE, HADLOW) (PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011**  
**THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991**

NOTICE is hereby given that because works are proposed to be carried out on or near a road the Kent County Council intends to make an Order prohibiting the use by through traffic on Blackmans Lane outside Bourne Garth to The Poplars on or after Monday 7th March 2011 for a period of up to 2 days or until such works are completed.

The alternative route is via A26 Tonbridge Road/Hadlow Road, Three Elm Lane.

Kent Highway Services apologise for any inconvenience caused by these works, which are necessary to install gullies and pipework to prevent flooding. Should you require any further information for these works, the contact is Sara Fletcher on 08458 247 800.

**(NEW HYTHE LANE & KINGFISHER ROAD, LARKFIELD) (PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011**  
**THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991**

NOTICE is hereby given that because works are proposed to be carried out on or near a road the Kent County Council has made an Order prohibiting the use by through traffic on New Hythe Lane from north side of Fire Station access to a point approximately 50m north of the pedestrian crossing on or after Sunday 27th February 2011 for a period of up to 1 day or until such works are completed. Access to Kingfisher Road will be available via Lunsford Lane only.

The alternative route is via A20 London Road, Lunsford Lane, Leybourne Way, New Hythe Lane.

Kent Highway Services apologise for any inconvenience caused by these works, which are necessary for carriageway resurfacing works. Should you require any further information for these works, the contact is Keith Jacobs on 08458 247 800.

**(PHILPOT'S LANE, HILDENBOROUGH) (PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011**  
**THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991**

NOTICE is hereby given that because works are proposed to be carried out on or near a road the Kent County Council has made an Order prohibiting the use by through traffic on Philpot's Lane, Hildenborough on or after Monday 21st February 2011 for a period of up to 5 working days or until such works are completed.

The alternative route for westbound traffic is via Watt's Cross Road, B245 London Road, Morley's Road, Scabharbour Road, Scabharbour Lane and for eastbound traffic via Coppings Road, Compasses Road, B2027 Penshurst Road, High Street, Hildenborough Road, Rings Hill.

Kent Highway Services apologise for any inconvenience caused by these works, which are necessary for carriageway resurfacing works. Should you require any further information for these works, the contact is Robert Seggie on 08458 247 800.

**(PIZIEN WELL ROAD, WATERINGBURY) (PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011**  
**THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991**

NOTICE is hereby given that because works are proposed to be carried out on or near a road the Kent County Council intends to make an Order prohibiting the use by through traffic on Pizien Well Road from Old Road to Park Road on or after Monday 7th March 2011 for a period of up to 30 days or until such works are completed.

The alternative route is via Nettlestead Lane, Gibbs Hill, B2015 Maidstone Road/Bow Road, A26 Tonbridge Road.

Kent Highway Services and Southern Gas Networks apologise for any inconvenience caused by these works, which are necessary for cleansing highway drainage, completion of CCTV survey, install a new gully to prevent flooding and gas mains replacement. Should you require any further information for these works, please contact the Drainage Team on 08458 247 800 or John Adsley of SGN on 01233 714082.

**(PADDLESWORTH ROAD, SNODLAND) (PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011**  
**THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991**

NOTICE is hereby given that because works are proposed to be carried out on or near a road the Kent County Council has made an Order prohibiting the use by through traffic on Paddlesworth Road from Paddlesworth Farm to St Benedict Road on or after Tuesday 22nd February 2011 for a period of up to 1 day or until such works are completed.

The alternative route is via Stangate Road, Snodland Road, St Benedict Road.

Kent Highway Services apologise for any inconvenience caused by these works, which are necessary to cleanse gullies and pipe work. Should you require any further information for these works, the contact is Sara Fletcher on 08458 247 800.

**(PLAXDALE GREEN ROAD, STANSTED) (PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011**  
**THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991**

NOTICE is hereby given that because works are proposed to be carried out on or near a road the Kent County Council has made an Order prohibiting the use by through traffic on Plaxdale Green Road from the junction of Labour In Vain Road for 180 metres northwards on or after Monday 21st February 2011 for a period of up to 19 days or until such works are completed.

The alternative route is via Labour In Vain Road, Tumblefield Road, Plaxdale Green Road.

South East Water apologise for any inconvenience caused by these works, which are necessary to install new pipe work. Should you require any further information for these works, the contact is David Winterburn on 01634 276362.

**(SNODLAND ROAD, BIRLING) (PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011**  
**THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991**

NOTICE is hereby given that because works are proposed to be carried out on or near a road the Kent County Council has made an Order prohibiting the use by through traffic on Snodland Road, Birling from Langold House eastwards for 50 metres on or after Monday 21st February 2011 for a period of up to 1 week or until such works are completed.

The alternative route is via Stangate Road, Bull Road, Birling Road, Leybourne By-Pass, Castle Way, Malling Road, Hollow Lane.

Kent Highway Services apologise for any inconvenience caused by these works, which are necessary to replace a culvert to prevent flooding. Should you require any further information for these works, the contact is Sara Fletcher on 08458 247 800.

**(VICARAGE CLOSE, AYLESFORD) (PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011**  
**THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991**

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BT Openreach apologise for any inconvenience caused by these works, which are necessary to enable duct installation. Should you require any further information for these works, the contact is Kenton Stewart on 01795 435729.

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## BMW raises eyebrow with revised 1 Series

GERMAN car maker BMW has announced revisions to its 1 Series Coupe and Convertible models.

Both models differentiate themselves from previous incarnations by way of a new front bumper with redesigned fog lights and redesigned headlights with an 'eyebrow' element.

At the rear the lights have also been changed with a more detailed appearance.

The biggest change to ES, SE and Sport models is that they now come fitted with an Aero Curtain – a feature that channels the airflow around the front of the car to

### First Drive

by  
**MATT JOY**

### BMW 1 Series Coupe and Convertible

reduce aerodynamic drag, thereby increasing efficiency. Wheel arches are one of the main areas of aerodynamic drag and the

Aero Curtain is BMW's innovative solution to reduce this inefficiency.

Derived from race technology, air is routed into two ducts in the front apron which then flows out of a narrow opening at high speed in the wheelarch. This jet of air effectively covers the side of the front wheels like a curtain and thus reduces turbulence.

As a result, CO2 emissions have been lowered throughout the range, with the 118d now rated at 118g/km, while all 2.0-litre petrol versions have CO2 emissions of 155g/km or below.

As with all BMWs, the cars also come with a raft of other EfficientDynamics measures: Auto Start-Stop is fitted to all

petrol and diesel models (excluding versions with automatic transmission), while Diesel Particulate Filters, Brake Energy Regeneration, Electric Power Steering (excluding 135i), Intelligent Alternator Control and Optimum Shift Indicator for manual models are all standard throughout the range.

The new BMW 1 Series Coupe and Convertible go on sale next month, with prices starting from £21,960 on-the-road for the BMW 118d ES Coupe and £24,245 for the 118i ES Convertible.



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| <b>9.4%APR</b>   |                     |                      |                  |



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**11 Reg Vauxhall Insignia 1.8 Exclusive 5dr**

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| £338             | £289.66             | £17876               | 4.4%             |
| <b>9.2%APR</b>   |                     |                      |                  |

Cars shown for illustration purposes only. Finance subject to status. Vauxhall Lifetime Warranty covers lifetime ownership of first car owner; 100,000 mile limit, annual check required. The warranty excludes wear & tear and serviceable items and the vehicle must be serviced in accordance with the manufacturer's servicing schedule to continue the lifetime warranty. Terms and conditions apply. Offer available to all Vauxhall passenger cars (this offer does not apply to car derived vans) from 1st August 2010. For more information contact your local Vauxhall Retailer or visit [www.vauxhall.co.uk/warranty](http://www.vauxhall.co.uk/warranty)

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**Official Government Test Environmental Data – Fuel Consumption Figures mpg (litres/100km): Vauxhall Range: urban 16.6 (17.0) – 61.4 (4.6), extra-urban 32.8 (8.6) – 88.3 (3.2), combined 24.2 (11.7) – 76.3 (3.7), CO2 Emissions 274 – 98 g/km.**



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Vehicles shown feature metallic paint at extra cost (Spark, Aveo at £375 and Cruze, Captiva at £410). 5 year warranty up to 100,000 miles, expires whichever occurs first. This offer includes Chevrolet's standard Customer Care Commitment for a 2 year unlimited mileage manufacturer's warranty, and third year manufacturer's warranty with a 60,000 mile limitation. The warranty excludes wear and tear and serviceable items and the vehicle has to be serviced in accordance with the manufacturer's servicing schedule. \*Savings shown are against recommended retail price at time of publication. Calls may be recorded and monitored for training purposes. Prices correct at time of press.

Official Government Environment Data. Fuel consumption figures mpg (litres/100km) and CO2 emissions (g/km). Aveo 1.4 LT 5dr: Urban - 35.8 (7.9), Extra-urban - 60.1 (4.7), Combined - 47.9 (5.9). CO2 emissions 140g/km. Captiva 2.0 VCDi LT 5-seat: Urban - 32.1 (8.8), Extra-urban - 45.6 (6.2), Combined - 39.2 (7.2). CO2 emissions 191g/km. Cruze 1.6 S 4dr: Urban - 31.4 (9.0), Extra-urban - 51.4 (5.5), Combined - 41.5 (6.8). CO2 emissions 159g/km. Spark 1.2 LT 5dr: Urban - 42.8 (6.6), Extra-urban - 67.3 (4.2), Combined - 55.4 (5.1). CO2 emissions 119g/km.

0352

Fuel consumption figures for Saab 9-3 Diesel Saloon Range in mpg (litres/100km): Urban 36.7 – 49.6 (7.7 – 5.7), Extra-urban 60.1 – 72.4 (4.7 – 3.9), Combined 48.7 – 62.8 (5.8 – 4.5). CO2 emissions 153 – 119g/km.

Offer available to business users for orders received by 31.03.11. £294 monthly figure is based on a 9-3 Turbo Edition Saloon 1.9TTiD (180PS) Manual on a non-maintenance contract hire package over 36 months, 10,000 contract miles per year. Advance payment equal to 3 monthly payments is payable followed by 35 monthly payments. Excess mileage charge applies if contract mileage is exceeded. For full terms and conditions and specification please refer to the Saab Great Britain Limited Master Agreement and your local dealer. All quotations are subject to availability, status and agreement. Free metallic paint is only available in conjunction with the Saab Great Britain Limited offer and applies to selected models only. Guarantees may be required. Terms are unavailable to existing customers under specific end-user terms with Saab Great Britain Limited. Details correct at time of publication and may vary, eg if list price changes. Saab Great Britain Limited does not offer tax advice to individuals: company car drivers should consult their accountant on their tax position. Contract hire by ALD Automotive Ltd., trading as Saab Contract Hire, Oakwood Park, Lodge Causeway, Fishponds, Bristol BS16 3JA. On the road prices include number plates, delivery, Road Fund Licence, first registration fee and VAT. Excludes fuel and insurance. Model shown is a 9-3 Turbo Edition Saloon 1.9TTiD (180PS) Manual at £23,484.79 OTR with optional metallic paint at £536.17 and TX Design Pack at £607.66. \*\*119g/km CO2 emissions relates to MY11 9-3 manual Saloon engines only and excludes the 1.9TTiD (180PS) Aero model. †Exempt from first years road tax.

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## DrivingReview

by  
**STEVE LOADER**

## Seat Leon

**SPORTY** Spanish brand Seat makes one of the best hot hatchbacks in the business – the Leon Cupra.

And I can confirm, the same model range also contains the Ecomotive (from £17,355) one of the leanest, meanest and nicest family hatchbacks around.

Confused?

Well, it does show the schizophrenic mantra chanted across the car industry: “We must make sexy and speedy cars to give our brand a glowing halo but, err, must be seen as responsible and eco-friendly to show our commitment to economy and lower emissions.”

The fact the VW-owned marque manages both with such aplomb is impressive, though the rapid pace of improvement at the greener end of the scale makes you think: “What were the manufacturers thinking of for so long?”

After all, it wasn't eons ago that buying a Seat with squeaky clean economy on a par with the Leon E Ecomotive meant driving a stripped-out version of the previous generation Ibiza supermini – a laudable but hardly pleasurable experience.

Yet Seat now offers equally dazzling eco-performance in a bigger car, which disguises its muesli-knitting, dreamcatcher-hanging, tree-hugging virtues with a comfortable and entertaining drive.

Sadly, we must shoulder much of the blame for the motor industry's previously poor showing on the economy/emissions front: speed and its glamour played the major part in our buy-

# Going green and mean in true flamenco style



ing decisions and even if we could not afford or justify something as hot, yet cool, as the Leon Cupra, we would buy a lesser sibling just to enjoy the association.

Having had the global warming wake-up call though, we are now in two minds, hence the contradiction in the Leon line-up, and most of the motor market – VW itself, for instance, still produces a Golf GTI sporting icon, yet the same

model's Bluemotion is an ultra-green paragon.

But does it dazzle like a Leon Ecomotive?

Nah. For the Spanish green machine bears enough resemblance to its flamenco-dancing Cupra sister to seduce the eye; the design remains one of the best ‘five-door coupe’ executions so much in vogue and repeated next month with the arrival of the latest Ford Focus – five years on from the trendsetting Seat.

With its sharply raked rear end and back-door handles cleverly recessed into the rear pillars, the Leon really does look like a coupe.

And while the Ecomotive version is clearly not intended to deliver the same type of driving experience, it is no slouch for an eco-friendly car.

Power comes from a smooth 105PS (102bhp) 1.6-litre turbodiesel that will take it to 60mph in just over 11 seconds – it's no Cupra, but a

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Models shown Ibiza SC Chill 1.4 85PS £9,995 RRP, Leon Sport 1.4TSI £14,710 and the Ibiza SDR Chill 1.4 85PS £10,405 RRP with metallic paint £4,000 RRP. \*Reduction equivalent to 20% VAT applied to original base price excluding factory fitted options on new car deliveries taken from 1st February - 31st March 2011. On selected models only. VAT is still applicable and will be shown on the customer invoice. Price shown indicates RRP with the equivalent of no VAT, plus the Road Fund Licence and First Reg Fee. Retail sales only at participating Dealers. Offer may be varied or withdrawn at anytime. For full terms and conditions contact your local dealer or see seat.co.uk. \*\*Low emissions based on CO<sub>2</sub> figures for the SEAT range starting at 92g/km. \*\*\*Alloy wheels available on selected models only.

**Official fuel consumption for the SEAT range in mpg (litres per 100km); urban 26.4 (10.7) - 67.3 (4.2); extra-urban 42.8 (6.6) - 91.1 (3.1); combined 34.9 (8.1) - 80.7 (3.5). CO<sub>2</sub> emissions 190 - 92 g/km.**

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Cupra won't average more than 70mpg and run cleanly enough to allow you to escape road tax.

Amazingly, the Ecomotive also achieves this with a five-speed gearbox – imagine where it would be if it came with a tall sixth ratio for motorway cruising.

Eco performance is boosted by aerodynamic

tweaks to the Leon's already slippery coupe shape and low-rolling resistance tyres, though the latter does little to hamper the car's composure on the bends if pushed hard, underlining the sound and sporty VW Golf-derived chassis.

So this really is an eco motor to buy without giving up very much of anything. And that

goes for cash too, because you will pay a premium of just £300 to buy the Ecomotive version and its eco extras.

Like all Leons there can be some road/wind noise intrusion and I still can't love the drab dashboard – a stark contrast to the flamboyant exterior – but eco motoring doesn't come more stylish than this.

## DrivingPortfolio

**SEAT LEON E ECOMOTIVE SE**  
**£18,680**

|                              |                    |
|------------------------------|--------------------|
| Driving appeal (OUT OF FIVE) | ★★★★★              |
| Image                        | ★★★★★              |
| Space                        | ★★★★★              |
| Value                        | ★★★★★              |
| Running costs                | ★★★★★              |
| Reliability                  | ★★★★★              |
| How green?                   | ★★★★★              |
| Road tax                     | £Zero              |
| Best rival                   | VW Golf BlueMotion |

## The Verdict



### DON'T LIKE:

the dated and Spartan dashboard – too much contrast with exterior.



### NOT SURE:

the Ecomotive proposition suits the sporty image that Seat has worked to promote.



### REALLY LIKE:

how comfortable this car makes you feel about going green – it's no big sacrifice any more.

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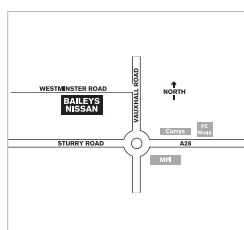
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\*Refers to EXTRA URBAN fuel consumption figures – based on Micra 1.2 with manual transmission on a full tank of petrol. †Model shown is Micra 1.2 Tekna manual priced at £12,350 on the road plus optional metallic paint at £400 inc VAT. Information correct at time of going to press. Models subject to availability. Nissan Motor (GB) Ltd, The Rivers Office Park, Denham Way, Rickmansworth, Hertfordshire WD3 9YS.

Fuel consumption figures for Nissan MICRA Range: CO<sub>2</sub> 125-115g/km – URBAN 42.2-46.3mpg/6.7-6.1L/100km – EXTRA URBAN 61.4-65.7mpg/4.6-4.3L/100km – COMBINED 52.3-56.5mpg/5.4-5.0L/100km.





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| 2007 FORD C-MAX PETROL ESTATE ZETEC (2007)                                    |        |
| 5-DR 1.8 DURATEC STG 4 125 PS 6665.65 MILES                                   | £7799  |
| 2008 FORD C-MAX PETROL ESTATE ZETEC (2007.5)                                  |        |
| 5-DR AUTO 2.0 DURATEC STG 4 145 PS 5413.61 MILES                              | £6799  |
| FUSION                                                                        |        |
| 2007 FORD FUSION ESTATE 1.6 ZETEC 5DR AUTO (CLIMATE) 4483 MILES               | £5999  |
| 2007 FORD FUSION PETROL HATCH FUSION + 5-DR 1.6 100PS 5134.85 MILES           | £6499  |
| 2008 FORD FUSION PETROL HATCH FUSION + 5DR AUTO 1.6 100PS 4902 MILES          | £6399  |
| 2007 FORD FUSION PETROL HATCH ZETEC 5-DR AUTO 1.6 100PS 5059 MILES            | £6299  |
| 2007 FORD FUSION PETROL HATCH ZETEC CLIMATE                                   |        |
| 5-DR AUTO 1.6 100PS 5264.18 MILES                                             | £6499  |
| 2003 FORD FUSION 1.4 TDCI 25DR 2300 MILES                                     | £6499  |
| GALAXY                                                                        |        |
| 2003 FORD GALAXY 1.9 TO ZETEC 5DR (115 PS) 4525 MILES                         | £6999  |
| 2002 FORD GALAXY 1.9 TO ZETEC 5DR (115 PS) 2300 MILES                         | £3999  |
| MONDEO                                                                        |        |
| 2009 FORD MONDEO DIESEL HATCH                                                 |        |
| 2.0 TDCI TITANIUM X 5DR 11674.826 MILES                                       | £12999 |
| 2007 FORD MONDEO DIESEL HATCH 2.0 TDCI ZETEC 5DR 5913.336 MILES               | £7299  |
| 2005 FORD MONDEO HATCH 1.8 ZETEC 5DR 3417.226 MILES                           | £6499  |
| 2007 FORD MONDEO HATCH 2.0 ZETEC 5DR 6010.316 MILES                           | £7299  |
| 2007 FORD MONDEO PETROL HATCH EDGE                                            |        |
| 5 DR 1.6 DURATEC 125PS 7109.4 MILES                                           | £8499  |
| 2006 FORD MONDEO 1.8 LX 5DR 3200 MILES                                        | £6499  |
| 2008 FORD MONDEO 1.8 TDCI 100 EDGE 5DR 6656.48 MILES                          | £7999  |
| 2007 FORD MONDEO 2.0 TITANIUM X 5DR 1150 MILES                                | £      |
| 2006 FORD MONDEO LX (2005) ESTATE 1.8 14V 125PS SIII 4130.25 MILES            | £6499  |
| 2007 FORD MONDEO TITANIUM X (2007.5)                                          |        |
| ESTATE 2.0 DURATORO TDCI 140PS 7998.9 MILES                                   | £9999  |
| OTHERS                                                                        |        |
| 2007 MAZDA MAZDA6 HATCH 2.0 TS 5DR 5028.5 MILES                               | £6499  |
| 2003 MAZDA PREMACY 2.0 GXE 7 SEAT 5DR 1957.75 MILES                           | £3699  |
| 2007 NISSAN MICRA DIESEL HATCH 1.5 CDTI 86 TEKNA 5DR 4187.98 MILES            | £5499  |
| 2003 PEUGEOT 206 1.4 HDI STYLE 5DR 1100 MILES                                 | £2999  |
| 2007 VAUXHALL ASTRA 1.9 CDTI 16V DESIGN (150) 5DR 6410 MILES                  | £7799  |
| 2002 VAUXHALL CORSA 1.0i 12V LIFE 3DR 1000 MILES                              | £2499  |
| 2009 VAUXHALL CORSA 1.2 16V ACTIVE 5DR 4346.38 MILES                          | £7699  |
| 2002 VOLVO S60 2.0 T SE 4DR AUTO 1750 MILES                                   | £2999  |
| 2006 AUDI A3 2.0 T FSI SPORT 3DR D56 6885 MILES                               | £7999  |
| 2005 AUDI A6 3.2 FSI QUATTRO SE 4DR TIP AUTO 7270 MILES                       | £8499  |
| 2007 CITROEN XSARA PICASSO ESTATE 1.6i 16V 125 VTX 5DR 5033.94 MILES          | £6499  |
| 2005 CITROEN XSARA PICASSO 2.0 HDI DESIRE 2 5DR 2555 MILES                    | £3999  |

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| 2010 (10) NISSAN QASHQAI ACENTA SDR HATCH AUTO, ALUMINIUM SILVER, 4000 miles .....                   | £17,995 |  |
| 2010 (10) VAUXHALL ASTRA ELITE SDR HATCH AUTO, GREEN, 950 miles .....                                | £15,995 |  |
| 2010 (60) MERCEDES-BENZ A CLASS A160 CLASSIC SE SDR HATCH AUTO, MOUNTAIN GREY, 1610 miles .....      | £13,995 |  |
| 2010 (60) NISSAN CUBE KAZENI SDR HATCH AUTO, WHITE, 1000 miles .....                                 | £12,995 |  |
| 2010 (59) FORD FOCUS TITANIUM SDR HATCH AUTO, BLACK, 4000 miles .....                                | £12,995 |  |
| 2010 (10) VAUXHALL CORSA SE SDR HATCH AUTO, BLUE, 1000 miles .....                                   | £11,495 |  |
| 2010 (10) VAUXHALL MERIVA DESIGN 16V MPV AUTO, BLUE, 1000 miles .....                                | £10,995 |  |
| 2009 (09) FORD FOCUS ZETEC SDR HATCH AUTO, BLUE, 3000 miles .....                                    | £10,995 |  |
| 2010 (10) FORD FUSION TITANIUM SDR HATCH AUTO, BLACK, 1000 miles .....                               | £10,995 |  |
| 2010 (60) PEUGEOT 308 S SDR HATCH AUTO, ABYSS BLUE, 750 miles .....                                  | £10,995 |  |
| 2010 (10) RENAULT GRAND MODUS DYNAMIQUE VVT SDR HATCH AUTO, OTTOMON BLUE, 1000 miles .....           | £9,995  |  |
| 2010 (10) VAUXHALL CORSA SE SDR HATCH AUTO, BLACK, 6000 miles .....                                  | £9,995  |  |
| 2010 (10) RENAULT KANGOO EXPRESSION 16V MPV AUTO, BLUE, 1800 miles .....                             | £9,995  |  |
| 2010 (60) RENAULT MODUS GRAND DYNAMIQUE VVT SDR HATCH AUTO, ALUMINIUM SILVER, 250 miles .....        | £9,995  |  |
| 2010 (10) VAUXHALL CORSA EXCLUSIV AC SDR HATCH AUTO, GOLD, 6000 miles .....                          | £9,995  |  |
| 2009 (59) SUZUKI SWIFT GLX SDR HATCH AUTO, BLUE, 450 miles .....                                     | £9,495  |  |
| 2009 (59) NISSAN NOTE VISIA MPV AUTO, GREY, 1800 miles .....                                         | £8,995  |  |
| 2009 (09) VAUXHALL AGILA DESIGN SDR HATCH AUTO, BLUE, 5000 miles .....                               | £8,995  |  |
| 2010 (10) FIAT PUNTO EVO DYNAMIC DUALOGIC SDR HATCH AUTO, BLUE, 500 miles .....                      | £8,995  |  |
| 2009 (59) CHEVROLET MATIZ SE SDR HATCH AUTO, ALUMINIUM SILVER, 1100 miles .....                      | £6,495  |  |
| CONVERTIBLES CABRIOLETS                                                                              |         |  |
| 2009 (09) MERCEDES-BENZ CLK CLK200 KOMPRESSOR AVANTGARDE CONVERTIBLE AUTO, BLACK, 20000 miles .....  | £23,995 |  |
| 2008 (08) RENAULT MEGANE DYNAMIQUE VVT 111 CONVERTIBLE AUTO, GREY, 11000 miles .....                 | £9,995  |  |
| 2007 (57) PEUGEOT 307 S COUPE CABRIOLET COUPE AUTO, BLACK, 15000 miles .....                         | £9,995  |  |
| 2006 (56) RENAULT MEGANE PRIVILEGE VVT 111 CONVERTIBLE AUTO, BLUE, 14000 miles .....                 | £8,995  |  |
| 2006 (05) RENAULT MEGANE DYNAMIQUE VVT 111 CONVERTIBLE AUTO, BLUE, 21000 miles .....                 | £7,995  |  |
| 2005 (05) RENAULT MEGANE DYNAMIQUE VVT 111 COUPE CABRIOLET CONVERTIBLE AUTO, BLUE, 38000 miles ..... | £6,995  |  |
| FIESTA                                                                                               |         |  |
| 2010 (60) FORD FIESTA TITANIUM 3DR HATCH AUTO, BLUE, 2000 miles .....                                | £11,995 |  |
| 2007 (57) FORD FIESTA GHIA 16V SDR HATCH AUTO, ALUMINIUM SILVER, 16000 miles .....                   | £6,995  |  |
| FOCUS HATCH & SALOON                                                                                 |         |  |
| 2010 (59) FORD FOCUS TITANIUM SDR HATCH AUTO, BLACK, 4000 miles .....                                | £12,995 |  |
| 2009 (09) FORD FOCUS ZETEC SDR HATCH AUTO, BLUE, 3000 miles .....                                    | £10,995 |  |
| 2008 (58) FORD FOCUS STYLE SDR HATCH AUTO, RED, 3000 miles .....                                     | £9,995  |  |
| 2008 (08) FORD FOCUS ZETEC 3DR HATCH AUTO, GREEN, 4000 miles .....                                   | £8,995  |  |
| 2008 (57) FORD FOCUS STYLE SDR HATCH AUTO, BLUE, 7000 miles .....                                    | £7,995  |  |
| 2007 (57) FORD FOCUS ZETEC CLIMATE 16V SDR HATCH AUTO, ALUMINIUM SILVER, 19000 miles .....           | £6,995  |  |
| 2005 (55) FORD FOCUS GHIA 16V SDR HATCH AUTO, GREY, 27000 miles .....                                | £6,495  |  |
| 2007 (57) FORD FOCUS ZETEC CLIMATE 16V SDR HATCH AUTO, BLUE, 21000 miles .....                       | £6,995  |  |
| FOCUS ESTATES                                                                                        |         |  |
| 2007 (57) FORD FOCUS STYLE ESTATE AUTO, GREY, 12000 miles .....                                      | £6,495  |  |
| RENAULT SCENIC                                                                                       |         |  |
| 2009 (59) RENAULT GRAND SCENIC DYNAMIQUE DCI FAP TURBO MPV AUTO, BLUE, 6000 miles .....              | £16,995 |  |
| 2007 (07) RENAULT GRAND SCENIC DYNAMIQUE VVT 136 TSTR MPV AUTO, BLUE, 9000 miles .....               | £6,995  |  |
| 2007 (07) RENAULT GRAND SCENIC PRIVILEGE VVT 136 TSTR MPV AUTO, BLUE, 15000 miles .....              | £6,995  |  |
| 2007 (07) RENAULT SCENIC PRIVILEGE VVT 111 SSTR MPV AUTO, RED, 13000 miles .....                     | £7,995  |  |
| 2007 (07) RENAULT SCENIC PRIVILEGE VVT 111 SSTR MPV AUTO, GREY, 10000 miles .....                    | £7,995  |  |
| 2007 (07) RENAULT SCENIC PRIVILEGE VVT 111 SSTR MPV AUTO, GREY, 26000 miles .....                    | £7,995  |  |
| 2007 (07) RENAULT SCENIC PRIVILEGE VVT 111 SSTR MPV AUTO, ALUMINIUM SILVER, 20000 miles .....        | £7,995  |  |
| 2008 (57) RENAULT SCENIC DYNAMIQUE VVT 111 SSTR MPV AUTO, BLUE, 19000 miles .....                    | £6,995  |  |
| 2006 (56) RENAULT SCENIC DYNAMIQUE VVT 111 SSTR MPV AUTO, ALUMINIUM SILVER, 16000 miles .....        | £6,495  |  |
| 2004 (54) RENAULT SCENIC DYNAMIQUE 16V MPV AUTO, BLACK, 27000 miles .....                            | £5,495  |  |
| RENAULT                                                                                              |         |  |
| 2007 (57) RENAULT MEGANE PRIVILEGE VVT 136 CONVERTIBLE AUTO, GOLD, 12000 miles .....                 | £10,995 |  |
| 2010 (10) RENAULT GRAND MODUS DYNAMIQUE VVT SDR HATCH AUTO, OTTOMON BLUE, 1000 miles .....           | £9,995  |  |
| 2010 (10) RENAULT KANGOO EXPRESSION 16V MPV AUTO, BLUE, 1800 miles .....                             | £9,995  |  |
| 2010 (60) RENAULT MODUS GRAND DYNAMIQUE VVT SDR HATCH AUTO, ALUMINIUM SILVER, 250 miles .....        | £9,995  |  |
| 2010 (08) RENAULT MEGANE DYNAMIQUE VVT 111 CONVERTIBLE AUTO, GREY, 11000 miles .....                 | £9,995  |  |
| 2006 (56) RENAULT MEGANE PRIVILEGE VVT 111 CONVERTIBLE AUTO, BLUE, 14000 miles .....                 | £8,995  |  |
| 2008 (08) RENAULT GRAND SCENIC DYNAMIQUE VVT 136 TSTR MPV AUTO, GREEN, 15000 miles .....             | £8,995  |  |
| 2006 (56) RENAULT MEGANE DYNAMIQUE VVT 111 CONVERTIBLE AUTO, BLUE, 21000 miles .....                 | £7,995  |  |
| 2008 (58) RENAULT KANGOO AUTHENTIQUE 16V MPV AUTO, BLUE, 300 miles .....                             | £7,995  |  |
| 2008 (58) RENAULT KANGOO EXPRESSION 16V MPV AUTO, GREY, 1500 miles .....                             | £7,495  |  |
| 2005(05) RENAULT MEGANE DYNAMIQUE VVT COUPE CABRIOLET CONVERTIBLE AUTO, BLUE, 38000 miles .....      | £6,995  |  |
| 2006 (56) RENAULT LAGUNA EXPRESSION SPORT TOURER 16V ESTATE AUTO, GREY, 8000 miles .....             | £6,995  |  |
| 2007 (57) RENAULT MEGANE PRIVILEGE VVT 111 ESTATE AUTO, ALUMINIUM SILVER, 10000 miles .....          | £6,995  |  |
| 2008 (08) RENAULT KANGOO EXPRESSION 16V MPV AUTO, GREY, 12000 miles .....                            | £6,995  |  |
| 2007 (07) RENAULT Clio EXPRESSION 16V SDR HATCH AUTO, BLUE, 15000 miles .....                        | £6,995  |  |
| 2005 (05) RENAULT MODUS PRIVILEGE 16V SDR HATCH AUTO, GREEN, 39000 miles .....                       | £4,995  |  |
| 2005 (05) RENAULT KANGOO EXPRESSION 16V MPV AUTO, GREEN, 39000 miles .....                           | £3,995  |  |
| CHEVROLET                                                                                            |         |  |
| 2008 (08) CHEVROLET LACETTI SX SDR HATCH AUTO, BLACK, 6000 miles .....                               | £6,995  |  |
| 2009 (58) CHEVROLET LACETTI SX ESTATE AUTO, BLACK, 9000 miles .....                                  | £6,995  |  |
| 2008 (58) CHEVROLET AVEO LT SDR HATCH AUTO, ALUMINIUM SILVER, 999 miles .....                        | £6,995  |  |
| 2009 (09) CHEVROLET LACETTI SX ESTATE AUTO, ALUMINIUM SILVER, 3000 miles .....                       | £6,995  |  |
| 2009 (59) CHEVROLET MATIZ SE SDR HATCH AUTO, ALUMINIUM SILVER, 1100 miles .....                      | £6,495  |  |
| 2008 (08) CHEVROLET KALOS SX SDR HATCH AUTO, BLUE, 8000 miles .....                                  | £5,995  |  |
| 2008 (57) CHEVROLET KALOS SX SDR HATCH AUTO, BLUE, 18000 miles .....                                 | £5,495  |  |
| 2006 (56) CHEVROLET LACETTI SX SDR HATCH AUTO, ALUMINIUM SILVER, 15000 miles .....                   | £4,995  |  |
| 2007 (57) CHEVROLET MATIZ SE SDR HATCH AUTO, BLUE, 2000 miles .....                                  | £4,995  |  |
| 2007 (07) CHEVROLET MATIZ SE SDR HATCH AUTO, ALUMINIUM SILVER, 8000 miles .....                      | £4,495  |  |
| 2007 (07) CHEVROLET MATIZ SE SDR HATCH AUTO, BLUE, 20000 miles .....                                 | £4,495  |  |
| 2007 (07) CHEVROLET MATIZ SE SDR HATCH AUTO, BLUE, 18000 miles .....                                 | £4,495  |  |
| HYUNDAI                                                                                              |         |  |
| 2010 (10) HYUNDAI i20 COMFORT SDR HATCH AUTO, GREY, 900 miles .....                                  | £10,495 |  |
| 2007 (56) HYUNDAI COUPE SIII COUPE AUTO, RED, 4000 miles .....                                       | £8,995  |  |
| 2008 (58) HYUNDAI MATRIX COMFORT MPV AUTO, ALUMINIUM SILVER, 10000 miles .....                       | £7,495  |  |
| 2008 (58) HYUNDAI GETZ GSI SDR HATCH AUTO, BLUE, 1000 miles .....                                    | £6,995  |  |
| 2008 (08) HYUNDAI MATRIX GSI MPV AUTO, ALUMINIUM SILVER, 12000 miles .....                           | £6,495  |  |
| 2007 (57) HYUNDAI MATRIX GSI SALOON AUTO, BLACK, 12000 miles .....                                   | £5,995  |  |
| 2006 (56) HYUNDAI GETZ CDX SDR HATCH AUTO, GREY, 9000 miles .....                                    | £5,995  |  |
| 2008 (08) HYUNDAI AMICA CDX SDR HATCH AUTO, GREY, 24000 miles .....                                  | £5,995  |  |
| 2007 (57) HYUNDAI ACCENT ATLANTIC LIMITED EDITION 3DR HATCH AUTO, BLACK, 8000 miles .....            | £5,995  |  |
| 2008 (58) HYUNDAI AMICA CDX SDR HATCH AUTO, GREY, 5000 miles .....                                   | £5,995  |  |
| 2008 (08) HYUNDAI AMICA CDX SDR HATCH AUTO, BLUE, 9000 miles .....                                   | £5,995  |  |
| 2007 (07) HYUNDAI MATRIX GSI MPV AUTO, BLACK, 15000 miles .....                                      | £5,495  |  |
| 2004 (54) HYUNDAI GETZ GSI SDR HATCH AUTO, ALUMINIUM SILVER, 8000 miles .....                        | £3,995  |  |

| KIA                                                                                         |         |  |
|---------------------------------------------------------------------------------------------|---------|--|
| 2009 (09) KIA CEED GS SDR HATCH AUTO, BLUE, 9000 miles .....                                | £8,995  |  |
| 2007 (57) KIA RIO ICE SDR HATCH AUTO, BLUE, 9000 miles .....                                | £5,495  |  |
| DAIHATSU                                                                                    |         |  |
| 2008 (08) DAHATSU SIRION SE SDR HATCH AUTO, BLUE, 13000 miles .....                         | £7,995  |  |
| 2008 (08) DAHATSU SIRION SE SDR HATCH AUTO, BLUE, 8000 miles .....                          | £7,995  |  |
| 2007 (57) DAHATSU SIRION SE SDR HATCH AUTO, ALUMINIUM SILVER, 9000 miles .....              | £7,495  |  |
| 2007 (07) DAHATSU SIRION 16V SDR HATCH AUTO, ALUMINIUM SILVER, 20000 miles .....            | £6,995  |  |
| 2007 (07) DAHATSU SIRION SE SDR HATCH AUTO, BLACK, 16000 miles .....                        | £6,995  |  |
| FIAT                                                                                        |         |  |
| 2010 (10) FIAT PUNTO EVO DYNAMIC DUALOGIC SDR HATCH AUTO, BLUE, 500 miles .....             | £8,995  |  |
| 2007 (56) FIAT PANDA ELEGANZA SDR HATCH AUTO, BLUE, 25000 miles .....                       | £4,995  |  |
| FUSION                                                                                      |         |  |
| 2010 (10) FORD FUSION TITANIUM SDR HATCH AUTO, BLACK, 1000 miles .....                      | £10,995 |  |
| 2009 (59) VAUXHALL CORSA DESIGN 16V SDR HATCH AUTO, BLUE, 12000 miles .....                 | £9,995  |  |
| 2008 (08) FORD FUSION FUSION + SDR HATCH AUTO, BLACK, 13000 miles .....                     | £7,995  |  |
| 2009 (09) FORD FUSION FUSION + SDR HATCH AUTO, GREY, 16000 miles .....                      | £7,495  |  |
| CITROEN                                                                                     |         |  |
| 2007 (57) CITROEN C3 SX 16V SDR HATCH AUTO, DIABLO RED, 13000 miles .....                   | £5,995  |  |
| CORSA                                                                                       |         |  |
| 2010 (10) VAUXHALL CORSA SE SDR HATCH AUTO, BLUE, 1000 miles .....                          | £11,495 |  |
| 2010 (10) VAUXHALL CORSA EXCLUSIV AC SDR HATCH AUTO, GOLD, 6000 miles .....                 | £9,995  |  |
| 2010 (10) VAUXHALL CORSA SE SDR HATCH AUTO, BLACK, 6000 miles .....                         | £9,995  |  |
| 2009 (59) VAUXHALL CORSA CLUB AC 16V SDR HATCH AUTO, BLUE, 750 miles .....                  | £9,495  |  |
| 2009 (58) VAUXHALL CORSA DESIGN 16V SDR HATCH AUTO, BLACK, 11000 miles .....                | £8,995  |  |
| 2009 (09) VAUXHALL CORSA CLUB AC 16V SDR HATCH AUTO, ULTRA BLUE, 4000 miles .....           | £8,995  |  |
| 2007 (57) VAUXHALL CORSA DESIGN 16V SDR HATCH AUTO, BLUE, 12000 miles .....                 | £8,995  |  |
| 2008 (58) VAUXHALL CORSA CLUB AC 16V SDR HATCH AUTO, BLACK, 9000 miles .....                | £8,495  |  |
| 2008 (58) VAUXHALL CORSA CLUB AC 16V SDR HATCH AUTO, BLUE, 5000 miles .....                 | £8,495  |  |
| 2008 (58) VAUXHALL CORSA DESIGN 16V SDR HATCH AUTO, BLUE, 13000 miles .....                 | £7,995  |  |
| 2007 (57) VAUXHALL CORSA DESIGN 16V SDR HATCH AUTO, GOLD, 5000 miles .....                  | £7,495  |  |
| 2005 (54) VAUXHALL CORSA DESIGN 16V SDR HATCH AUTO, RED, 4000 miles .....                   | £5,495  |  |
| 2003 (53) VAUXHALL CORSA ELEGANCE 16V SDR HATCH AUTO, RED, 26000 miles .....                | £3,995  |  |
| MAZDA                                                                                       |         |  |
| 2008 (58) MAZDA 3 3 TAKARA SDR HATCH AUTO, RED, 5000 miles .....                            | £9,995  |  |
| 2007 (57) MAZDA 3 3 TS SDR HATCH AUTO, GREY, 8000 miles .....                               | £8,995  |  |
| 2006 (56) MAZDA 6 6 TS SDR HATCH AUTO, GREY, 21000 miles .....                              | £7,995  |  |
| 2007 (57) MAZDA 2 2 CAPELLA SDR HATCH AUTO, ALUMINIUM SILVER, 15000 miles .....             | £6,495  |  |
| 2007 (56) MAZDA 2 2 S SDR HATCH AUTO, BLUE, 17000 miles .....                               | £5,995  |  |
| SUZUKI                                                                                      |         |  |
| 2009 (09) SUZUKI GRAND VITARA X-EC ESTATE AUTO, GREY, 5000 miles .....                      | £14,995 |  |
| 2009 (8) SUZUKI GRAND VITARA 16V ESTATE AUTO 4x4, BLUE, 13000 miles .....                   | £12,995 |  |
| 2009 (59) SUZUKI SWIFT GLX SDR HATCH AUTO, BLUE, 450 miles .....                            | £9,495  |  |
| 2009 (59) SUZUKI SWIFT GLX SDR HATCH AUTO, BLUE, 500 miles .....                            | £8,995  |  |
| TOYOTA                                                                                      |         |  |
| 2007 (57) TOYOTA PRIUS 1.8 SPIRIT VVT-i SDR HATCH, ALUMINIUM SILVER, 8000 miles .....       | £12,995 |  |
| 2007 (57) TOYOTA AURIS 1.8 SPIRIT VVT-i MM SDR HATCH AUTO, BLUE, 4000 miles .....           | £8,995  |  |
| 2007 (07) TOYOTA COROLLA 1.8 VVT-i SDR HATCH AUTO, ALUMINIUM SILVER, 9000 miles .....       | £8,995  |  |
| 2007 (07) TOYOTA AURIS 1.8 VVT-i MM SDR HATCH AUTO, ALUMINIUM SILVER, 17000 miles .....     | £8,995  |  |
| 2007 (56) TOYOTA COROLLA 1.8 VVT-i SDR HATCH AUTO, IONON BLUE, 15000 miles .....            | £7,995  |  |
| 2008 (08) TOYOTA YARIS T3 VVT-i SDR HATCH AUTO, VENETIAN SILVER, 14000 miles .....          | £7,995  |  |
| 2005 (05) TOYOTA YARIS VERSO 1.8 SPIRIT VVT-i MPV AUTO, CHAMPAGNE, 9000 miles .....         | £7,995  |  |
| 2005 (54) TOYOTA YARIS VERSO 1.8 SPIRIT VVT-i MPV AUTO, ALUMINIUM SILVER, 9000 miles .....  | £7,495  |  |
| 2005 (55) TOYOTA YARIS 1.8 SPIRIT VVT-i SDR HATCH AUTO, BLACK, 5000 miles .....             | £7,495  |  |
| 2004 (54) TOYOTA YARIS 1.8 SPIRIT VVT-i SDR HATCH AUTO, BLUE, 13000 miles .....             | £6,995  |  |
| 2005 (05) TOYOTA YARIS 1.8 SPIRIT VVT-i SDR HATCH AUTO, BLACK, 12000 miles .....            | £6,995  |  |
| 2007 (07) TOYOTA YARIS 1.8 SPIRIT VVT-i SDR HATCH AUTO, ALUMINIUM SILVER, 21000 miles ..... | £6,995  |  |
| 2005 (55) TOYOTA YARIS 1.8 SPIRIT VVT-i SDR HATCH AUTO, CRYSTAL SILVER, 5000 miles .....    | £6,995  |  |
| 2004(54) TOYOTA YARIS 1.8 SPIRIT VVT-i SDR HATCH AUTO, ALUMINIUM SILVER, 1750 miles .....   | £6,995  |  |
| 2005 (M) TOYOTA YARIS VERSO 1.8 VVT-i MPV AUTO, CHAMPAGNE, 25000 miles .....                | £6,495  |  |
| 2004 (04) TOYOTA YARIS 1.8 SPIRIT VVT-i SDR HATCH AUTO, CRYSTAL SILVER, 6000 miles .....    | £6,295  |  |
| 2004 (04) TOYOTA YARIS 1.8 SPIRIT VVT-i SDR HATCH, BLACK, 25000 miles .....                 | £5,495  |  |
| NISSAN                                                                                      |         |  |
| 2010 (10) NISSAN QASHQAI TEKNA SDR HATCH, ALUMINIUM SILVER, 10000 miles .....               | £19,995 |  |
| 2008 (58) NISSAN QASHQAI TEKNA 4WD SDR TD HATCH AUTO 4x4, CAFFE LATTE, 11000 miles .....    | £19,995 |  |
| 2009 (59) NISSAN QASHQAI N-TEC SDR 4WD HATCH 4x4, BLACK, 2000 miles .....                   | £18,995 |  |
| 2009 (09) NISSAN QASHQAI TEKNA SDR HATCH AUTO, ALUMINIUM SILVER, 8000 miles .....           | £17,995 |  |
| 2010 (10) NISSAN QASHQAI ACENTA SDR HATCH AUTO, ALUMINIUM SILVER, 4000 miles .....          | £17,995 |  |
| 2009 (09) NISSAN QASHQAI ACENTA SDR HATCH AUTO, BLACK, 9000 miles .....                     | £15,995 |  |
| 2007 (57) NISSAN QASHQAI ACENTA SDR HATCH, CAFFELATTE, 19000 miles .....                    | £12,995 |  |
| 2010 (60) NISSAN CUBE KAZENI SDR HATCH AUTO, WHITE, 1000 miles .....                        | £12,995 |  |
| 2007 (07) NISSAN QASHQAI VISIA SDR HATCH AUTO, ALUMINIUM SILVER, 24000 miles .....          | £10,995 |  |
| 2009 (59) NISSAN NOTE VISIA MPV AUTO, GREY, 1800 miles .....                                | £8,995  |  |
| 2009 (59) NISSAN MICRA ACENTA SDR HATCH AUTO, RED, 7000 miles .....                         | £8,495  |  |
| 2009 (59) NISSAN MICRA ACENTA SDR HATCH AUTO, BLACK, 8000 miles .....                       | £8,495  |  |
| 2007 (57) NISSAN MICRA SPIRITA SDR HATCH AUTO, RED, 18000 miles .....                       | £6,995  |  |
| 2007 (57) NISSAN MICRA ACENTA SDR HATCH AUTO, BLUE, 15000 miles .....                       | £6,995  |  |
| 2007 (57) NISSAN MICRA ACENTA PLUS SDR HATCH AUTO, BLUE, 12000 miles .....                  | £6,995  |  |
| 2010 (59) NISSAN PIXO N-TEC SDR HATCH AUTO, BLUE, 3000 miles .....                          | £6,995  |  |
| 2007 (57) NISSAN MICRA SPIRITA SDR HATCH AUTO, RED, 11000 miles .....                       | £6,495  |  |
| 2006 (56) NISSAN MICRA SPIRITA SDR HATCH AUTO, BLUE, 15000 miles .....                      | £5,995  |  |
| 2005 (05) NISSAN ALMERA S SDR HATCH AUTO, BLUE, 11000 miles .....                           | £4,995  |  |
| 2004 (04) NISSAN MICRA S SDR HATCH AUTO, ARUBA BLUE, 12000 miles .....                      | £4,495  |  |
| 2002 (02) NISSAN MICRA S SDR HATCH, WHITE, 10000 miles .....                                | £2,995  |  |
| ASTRA HATCHBACKS                                                                            |         |  |
| 2010 (10) VAUXHALL ASTRA ELITE SDR HATCH AUTO, GREEN, 950 miles .....                       | £15,995 |  |
| 2010 (10) VAUXHALL ASTRA EXCLUSIV SDR HATCH AUTO, BLACK, 6000 miles .....                   | £9,995  |  |
| 2010 (59) VAUXHALL ASTRA DESIGN 16V 4.3DR HATCH AUTO, ALUMINIUM SILVER, 12000 miles .....   | £9,495  |  |
| 2009 (59) VAUXHALL ASTRA DESIGN 16V SDR HATCH AUTO, GREY, 5000 miles .....                  | £9,495  |  |
| 2009 (09) VAUXHALL ASTRA DESIGN 16V 4.5DR HATCH AUTO, ALUMINIUM SILVER, 14000 miles .....   | £8,995  |  |
| 2009 (58) VAUXHALL ASTRA DESIGN 16V 4.5DR HATCH AUTO, BLACK, 8000 miles .....               | £8,495  |  |
| 2009 (59) VAUXHALL ASTRA LIFE AC SDR HATCH AUTO, GREEN, 2000 miles .....                    | £7,995  |  |
| 2007 (57) VAUXHALL ASTRA DESIGN 16V 4.5DR HATCH AUTO, BLACK, 19000 miles .....              | £6,995  |  |
| 2008 (58) VAUXHALL ASTRA LIFE AC 16V 4.5DR HATCH AUTO, BLUE, 11000 miles .....              | £6,995  |  |
| 2007 (57) VAUXHALL ASTRA DESIGN 16V 4.5DR HATCH AUTO, TURQUOISE, 20000 miles .....          | £6,995  |  |
| 2008 (08) VAUXHALL ASTRA LIFE AC 16V 4.5DR HATCH AUTO, BEIGE/BUFF, 14000 miles .....        | £6,495  |  |
| 2007 (57) VAUXHALL ASTRA LIFE AC 16V 4.5DR HATCH AUTO, BLUE, 17000 miles .....              | £5,995  |  |

| ASTRA ESTATES                                                                         |         |    |
|---------------------------------------------------------------------------------------|---------|----|
| 2008 (58) VAUXHALL ASTRA LIFE AC 140 ESTATE AUTO, ALUMINIUM SILVER, 8000 miles .....  | £7,995  |    |
| 2008 (08) VAUXHALL ASTRA LIFE AC 140 ESTATE AUTO, SILVER, 14000 miles .....           | £6,995  |    |
| 2007 (57) VAUXHALL ASTRA DESIGN 140 ESTATE AUTO, PANNACOTTA, 15000 miles .....        | £6,995  |    |
| 2007 (57) VAUXHALL ASTRA DESIGN 140 ESTATE AUTO, BLUE, 14000 miles .....              | £6,995  |    |
| 2008 (08) VAUXHALL ASTRA LIFE AC 140 ESTATE AUTO, ALUMINIUM SILVER, 12000 miles ..... | £6,995  |    |
| 2006 (56) VAUXHALL ASTRA DESIGN 16V ESTATE AUTO, PANNACOTTA, 16000 miles .....        | £6,495  |    |
| 2006 (56) VAUXHALL ASTRA LIFE AC 16V ESTATE AUTO, BLACK, 11000 miles .....            | £5,995  |    |
| ZAFIRA MERIVA & AGILA                                                                 |         |    |
| 2009 (09) VAUXHALL ZAFIRA EXCLUSIV CDTI TD MPV AUTO, GREEN, 7000 miles .....          | £12,995 |    |
| 2010 (10) VAUXHALL MERIVA DESIGN 16V MPV AUTO, BLUE, 1000 miles .....                 | £10,995 |    |
| 2008 (08) VAUXHALL ZAFIRA DESIGN DIRECT MPV AUTO, BLUE, 850 miles .....               | £10,995 |    |
| 2008 (08) VAUXHALL ZAFIRA LIFE 16V MPV AUTO, ALUMINIUM SILVER, 12000 miles .....      | £8,995  |    |
| 2009 (09) VAUXHALL AGILA DESIGN SDR HATCH AUTO, BLUE, 5000 miles .....                | £8,995  |    |
| 2007 (57) VAUXHALL ZAFIRA LIFE 16V MPV, ALUMINIUM SILVER, 14000 miles .....           | £7,995  |    |
| 2007 (57) VAUXHALL ZAFIRA LIFE 16V MPV AUTO, CHAMPAGNE, 4000 miles .....              | £7,995  |    |
| 2007 (57) VAUXHALL ZAFIRA LIFE 16V MPV AUTO, TURQUOISE, 13000 miles .....             | £7,995  | </ |





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## CITROËN SELECT APPROVED USED VEHICLES

### CITROËN C1

|                                                         |               |
|---------------------------------------------------------|---------------|
| <b>2008 (08) C1 1.0i Vibe 3 door</b>                    | <b>£4,995</b> |
| Scarlet Red, 20, 235 miles                              |               |
| <b>2007 (07) C1 1.0i AIRPLAY + 3 door</b>               | <b>£4,995</b> |
| Galium Grey, ABS, radio/CD with MP3 jack plug           |               |
| <b>2007 (07) C1 1.0i RHYTHM 3 door</b>                  | <b>£5,250</b> |
| Galium Grey, remote control central locking, ABS        |               |
| <b>2008 (07) C1 1.0i RHYTHM 5 door</b>                  | <b>£5,750</b> |
| Carlinite Grey, a/c, e/w, radio/CD player with MP3 plug |               |

### CITROËN C2

|                                                   |               |
|---------------------------------------------------|---------------|
| <b>2009 (09) C2 1.1i 3dr VT</b>                   | <b>£6,495</b> |
| Arctic Steel, remote control central locking, ABS |               |
| <b>2009 (09) C2 1.1i 3dr VT</b>                   | <b>£6,995</b> |
| Sport Red, remote control central locking, ABS    |               |
| <b>2007 (06) C2 1.1i SX</b>                       | <b>£4,995</b> |
| Arctic Steel, air conditioning, electric window   |               |
| <b>2006 (06) C2 1.6i 16V VTS</b>                  | <b>£5,495</b> |
| Poseidon Blue, air conditioning, ABS, CD player   |               |

### CITROËN C3

|                                                        |               |
|--------------------------------------------------------|---------------|
| <b>2006 (06) C3 1.4 SX 5 door</b>                      | <b>£4,995</b> |
| Black with a sunroof, air conditioning, power steering |               |
| <b>2007 (07) C3 1.4i COOL 5 door</b>                   | <b>£4,995</b> |
| Tuscan Blue, air conditioning, e/w, CD/radio           |               |

|                                                |               |
|------------------------------------------------|---------------|
| <b>2009 (08) C3 1.4i CACHET 5 door</b>         | <b>£6,995</b> |
| Iron Grey, a/c, remote control central locking |               |

### CITROËN NEW C3

|                                                      |                |
|------------------------------------------------------|----------------|
| <b>2010 (10) NEW C3 1.4i 75hp VTR+</b>               | <b>£9,995</b>  |
| Citrus Green, air conditioning, ABS, radio/CD player |                |
| <b>2009 (09) NEW C3 1.4 Vti 95hp EXCLUSIVE</b>       | <b>£10,995</b> |
| Botticelli Blue, 17 inch Sonneberg Alloy wheels      |                |
| <b>2010 (10) NEW C3 1.4Hdi 70hp VTR+</b>             | <b>£11,995</b> |
| Thorium Grey, air conditioning, ABS, radio/CD player |                |

### CITROËN C3 PICASSO

|                                                  |                |
|--------------------------------------------------|----------------|
| <b>2010 (10) C3 PICASSO 1.6Hdi VTR+</b>          | <b>£11,995</b> |
| Belle Ile Blue, air conditioning, cruise control |                |

### CITROËN DS3

|                                                                                                                                                                                                           |                |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|
| <b>2010 (10) DS3 1.4 DSign</b>                                                                                                                                                                            | <b>£10,495</b> |
| Thorium Grey, power steering, radio/CD player                                                                                                                                                             |                |
| <b>2010 (09) DS3 1.6i 16V DSport 150hp</b>                                                                                                                                                                | <b>£13,995</b> |
| Black with White Roof, 17" Silver alloy wheels                                                                                                                                                            |                |
| <b>2010 (10) DS3 1.6Hdi 90hp DStyle</b>                                                                                                                                                                   | <b>£13,495</b> |
| Sport yellow with black roof, 17" black alloy wheels, city signature pack including rear parking sensors, armrest, climate control, light sensitive headlamps, rain sensitive wipers, folding mirrors etc |                |

### CITROËN C3

|                                                      |                |
|------------------------------------------------------|----------------|
| <b>2009 (09) C4 1.6i 16V COOL COUPE</b>              | <b>£8,995</b>  |
| Arctic Steel, climate control, ABS, alloy wheels     |                |
| <b>2009 (09) C4 1.6Hdi 92hp LOEB COUPE</b>           | <b>£10,995</b> |
| Black, air conditioning, ABS, alloy wheels           |                |
| <b>2006 (05) C4 2.0i 16V 180bhp VTS Coupe</b>        | <b>£5,995</b>  |
| Wicked Red, air conditioning, rear spoiler, body kit |                |
| <b>2008 (08) C4 1.6i 16V COOL 5 door</b>             | <b>£6,995</b>  |
| Arctic Steel, air conditioning, ABS, radio/CD player |                |

### CITROËN MULTISPACE

|                                                           |               |
|-----------------------------------------------------------|---------------|
| <b>2010 (10) NEMO MULTISPACE 1.4i</b>                     | <b>£8,995</b> |
| Tuscan Blue with power steering, electric windows         |               |
| <b>2006 (06) BERLINGO MULTISPACE 1.4i Forte</b>           | <b>£5,295</b> |
| Iron Grey, power steering, remote control central locking |               |
| <b>2009 (08) BERLINGO MULTISPACE</b>                      | <b>£7,995</b> |
| 1.6i 16V 90hp VTR Passion Red, power steering             |               |

### CITROËN C4 PICASSO

|                                                      |                |
|------------------------------------------------------|----------------|
| <b>2009 (08) C4 PICASSO 1.6Hdi 110hp VTR+</b>        | <b>£10,995</b> |
| Tivoli Blue with air conditioning, alloy wheels, ABS |                |

### CITROËN GRAND C4 PICASSO

|                                                |                |
|------------------------------------------------|----------------|
| <b>2010 (10) GRAND C4 PICASSO 1.6Hdi 110hp</b> | <b>£15,995</b> |
| VTR+ 7 Seater, Kynos Blue, air conditioning    |                |

### CITROËN C5

|                                                           |                |
|-----------------------------------------------------------|----------------|
| <b>2010 (10) C5 1.6Hdi 110hp VTR+ Sat Nav</b>             | <b>£15,995</b> |
| 4 door, Arctic Steel with Myway Satellite navigation, ABS |                |
| <b>2009 (09) C5 2.2Hdi 16V 173hp VTR+</b>                 | <b>£14,995</b> |
| 4 door, Deep Red, air conditioning, alloy wheels          |                |
| <b>2010 (10) C5 1.6Hdi 110hp VTR+ Navi</b>                | <b>£17,995</b> |
| TOURER, Black, sat nav, air conditioning                  |                |

### CITROËN C6

|                                                           |                |
|-----------------------------------------------------------|----------------|
| <b>2009 (09) C6 2.7Hdi V6 Lignage Auto 4 door</b>         | <b>£15,995</b> |
| Deep Red with alacantara Grey upholstery, alloy wheels    |                |
| <b>2010 (10) C6 2.2Hdi EXCLUSIVE Auto</b>                 | <b>£19,995</b> |
| 4 door Iron Grey with leather upholstery, sat nav 1 Owner |                |

### CITROËN C-CROSSER

|                                                       |                |
|-------------------------------------------------------|----------------|
| <b>2010 (10) C-Crosser 2.2Hdi Auto</b>                | <b>£22,995</b> |
| EXCLUSIVE 4x4 Black with black leather seats, sat nav |                |

### CITROËN VANS

|                                                         |                              |
|---------------------------------------------------------|------------------------------|
| <b>2010 (10) BERLINGO 1st VAN 1.6Hdi 75hp</b>           | <b>£7,995<sup>VAT</sup></b>  |
| Polar White with near side sliding door, power steering |                              |
| <b>2010 (10) Dispatch 1.6Hdi L1H1 1000 90hp</b>         | <b>£11,250<sup>VAT</sup></b> |
| Pacific Blue with sliding doors both sides, 3 seater    |                              |

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**2008/58  
PLATE  
CHEVROLET  
AVEO 1.2 LS  
5 DOOR**

In electric metallic blue with contrasting black cloth interior air conditioning electric windows remote control central locking electric adjustable door mirrors drivers seat height adjustment-c/d in car entertainment system multiple air bag protection system this car is one owner from new with a full service history and is still under the manufactures warranty also returns great fuel economy. **£4,695**



**2006/06  
VAUXHALL  
ASTRAL  
1.6 CLUB,  
5 DOOR  
HATCHBACK**

In panacotter silver metallic with contrasting dark grey cloth interior, air conditioning, abs, multi air bag protection, coded stereo with CD player, multi function steering wheel, 2 remote control central locking/alarm and immobiliser, electric windows, electric wing mirrors with full service history and only one owner from new offered at only **£4,995**



**2006/55  
PLATE NEW  
VAUXHALL  
ZAFIRA 1.6  
ACTIVE 7  
SEATER**

In ocean blue metallic with contrasting black cloth interior, air conditioning, electric windows, alloy wheels, remote control, central locking, 7 seats, CD in car entertainment system, drivers seat height adjustments electric adjustable door mirrors, multi function steering wheel, multi air bag protection system, this car is the latest shape, one owner from new with only 21,000 miles and a full service history **£5,995**



**2004/54  
PLATE  
VOLKSWAGEN  
BEETLE Tdi  
DIESEL 3  
DOOR**

In starburst metallic silver with contrasting black cloth interior, air conditioning, heated front seats front fog lights electric windows, electric adjustable door mirrors, rear parking sensors, CD in car entertainment system, multi air bag protection system, front height adjustable seats, front arrest, this car offers great fuel economy and a real pleasure to drive **£5,995**



**2002/02  
PLATE  
VOLKSWAGEN  
PASSAT 2.0  
SE AUTO 4  
DOOR**

In metallic charcoal grey with contrasting black cloth interior-air conditioning-electric windows-remote control central locking-alloy wheels-c/d in-car entertainment system-electric adjustable door mirrors-drivers seat height adjustment-multiple air bag protection system-this car offers great value for money and has a full service history. **£3,495**



**2005/05  
PLATE  
PEUGEOT 407  
DIESEL 2.0  
Hdi S  
4 DOOR**

In ice blue metallic with contrasting dark grey interior, 6 speed gearbox, electric windows, air conditioning, remote central locking, CD in car entertainment system, front fog lights, multi air bag protection system, electric adjustable door mirrors, drivers seat height adjustment, this car offers great fuel economy and good value for money **£4,495**



**2002/02  
PLATE  
CITRON  
XSARA  
PICASSO 1.6  
SX 5 DOOR**

In midnight black with contrasting dark grey cloth interior, air conditioning, power steering central locking, electric windows, multi function steering wheel, electric adjustable door mirrors, front fog lights, CD in car entertainment system, drivers seat height adjustment, multi air bag protection system, rear passenger tables, underfloor storage compartments, front armrests. this family car offers great value for money and lots of space **£2,995**



**2003/53  
RENAULT  
ESPACE 2.2  
DIESEL  
INITIAL 7  
SEATER**

In magenta red with contrasting and leather/velours interior, air conditioning/climate control, factory fit satellite navigation, full panoramic glass sunroof, remote control stereo and CD multi changer, electric/memory seats, abs, all round air bag protection, rear park distance control, new card start ignition system with remote control central locking/alarm and immobiliser, abs, automatic traction control, electric retractable wing mirrors, rear blinds, an absolutely stunning 7 seater with lots and lots of extras, the highest spec you can get with more than enough space, full service history, be quick, this is priced to sell at only **£5,995**



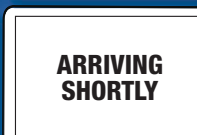
**2005/55  
PLATE  
VAUXHALL  
ASTRA CLUB  
1.8 AUTO  
5 DOOR**

In metallic midnight black with contrasting black cloth interior, air conditioning, electric windows, remote control central locking, rear parking sensors, alloy wheels, drivers seat height adjustment, electric adjustable door mirrors, multi function steering wheel, c/d in-car entertainment system-multi air bag protection system, this would make a great family car and being automatic is a rare find. **£4,495**



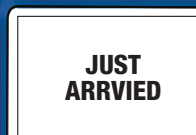
**2005/05  
PLATE  
PEUGEOT 206  
1.1 ZEST  
3 DOOR**

In starburst metallic silver with contrasting dark grey cloth interior electric windows front fog lights drivers seat height adjustment c/d in-car entertainment system alloy wheels multiple air bag protection system remote control central locking-power steering this car is in great condition and being a low insurance group would make a good first car or family round about. **£3,495**



**2007/07 PLATE  
FORD FOCUS  
1.6 ZETEC  
CLIMATE  
5 DOOR**

In ocean blue metallic with contrasting black cloth interior air conditioning alloy wheels remote control central locking electric windows-front fog lights-drivers seat height adjustment c/d in car entertainment system multiple air bag protection system electric adjustable door mirrors-this car is one owner from new with a full service history and offers great value for money at only **£6,495**



**2003/03  
PLATE  
CITROEN  
XSARA  
PICASSO 1.6  
SX 5 DOOR**

In starburst silver with contrasting dark blue cloth interior air conditioning power steering remote control central locking electric windows multifunction steering wheel electric adjustable door mirrors front fog lights c/d in car entertainment system drivers seat height adjustment-multiple air bag protection system rear passenger tables-underfloor storage compartments-front armrests this family car offers great value for money and lots of space. **£3,495**

**PART EXCHANGES - NO SENSIBLE OFFERS REFUSED ON PART EXCHANGES**

|                                                                                                                                                                                               |       |        |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------|--------|
| W REG HONDA ACCORD 2.0 VTEC SE, 5 door, green metallic, a/c, e/s/roof, e/windows, stereo, CD, pas, long mot and taxed                                                                         | ..... | £995   |
| T REG CITROEN XANTIA 2.0 AUTO ESTATE, met blue, full black leather interior, air con, electric windows, pas, in car entertainment, mot and taxed                                              | ..... | £995   |
| 2000 (X) VW GOLF 1.6 SE, 5 door in racing green metallic, air conditioning, electric windows, remote control central locking, heated front seats, in car entertainment system, taxed and mot  | ..... | £1,995 |
| P REG/1987 MAZDA 323 1.5 L4i 5 door in metallic red, alloy wheels, power steering, electric windows, this car has a mot and is taxed                                                          | ..... | £895   |
| T REG/1999 MERCEDES C200 SPORT 4 DOOR SALOON-BRIGHT RED WITH CONTRASTING BLACK CLOTH INTERIOR- AIR CON-ELECTRIC WINDOWS-NEW MOT-ALLOY WHEELS-THIS CAR LOOKS GREAT AND IS GOOD VALUE FOR MONEY | ..... | £1,495 |





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### CAR OF THE WEEK

#### 59 Plate. Skoda Octavia VRS 2.0 TDi

Finished in Black, 20,000 miles, £15,995

### Used Cars

#### 08 Plate. Skoda Octavia 2.0 TDi PD Elegance 5-Dr Hatchback

Finished in Brilliant Silver Metallic, Leather Interior, 22,870 miles. £12,795

#### 05 Plate. Skoda Octavia 2.0 TDi PD Ambiente 5-Dr Hatchback

Finished in Satin Grey Metallic with a Black Cloth interior, 47,800 miles. £6,995

#### 08 Plate. Skoda Fabia 3 1.9 TDi Estate

Finished in Grey, 27,000 miles, FSH, £8,995

#### 08 Plate. Skoda Fabia 2 1.6 16V (105 BHP) 5-Dr Estate

Finished in Brilliant Silver Metallic with a Black Cloth interior, 27,250 miles. £8,795

#### 10 Plate. Skoda Fabia 1 1.2 HTP 6V (60 BHP) 5-Dr Hatchback

Finished in Dynamic Blue with a Grey Cloth interior, 9,500 miles. £6,995

#### 07 Plate. Skoda Fabia 2 1.2 HTP 12V (70 BHP) 5-Dr Hatchback

Finished in Brilliant Silver Metallic, 22,500 miles. £6,995

#### 58 Plate. Skoda Octavia 2.0 TDi PD Elegance 5-Dr Hatchback

Finished in Black Magic Pearlescent with a Black Leather interior, 18,500 miles. £13,995

#### 58 Plate. Skoda Fabia 1 1.2 HTP 6V (60 BHP) 5-Dr Hatchback

Finished in Dynamic Blue with a Black Cloth interior, 13,200 miles. £6,495

#### 57 Plate. Skoda Fabia 1.2 HTP Classic 5-Dr Estate

Finished in Graphite Grey Metallic with a Black Cloth interior, 39,500 miles. £5,995

#### 56 Plate. Skoda Fabia 1.4 16V Ambiente 5-Dr Hatchback

Finished in Beige Metallic with a Black Cloth interior, 48,700 miles. £4,995

### Other Makes

#### 05 Plate. BMW 3 Series 2.5 325Ci Sport 2-Dr Convertible

Finished in Imola Red, 31,500 miles. £12,995

#### 08 Plate. Volvo C30 2.4i SE 2-Dr Coupe

Finished in Electric Silver, 14,053 miles. £12,495

#### 59 Plate. Seat Leon 1.9 TDi S Emocion 5-Door Hatchback

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# BUSINESS



# WEEK


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## INSIDE THIS WEEK

THE Kent economy takes in £3.2 billion annually as a direct result of tourism, showing the county's appeal is stronger than ever.

The Visit Kent study also shows the industry supports 63,000 jobs and has grown in every area since the organisation's previous survey in 2006.

Visitors numbers rose by 8 per cent to 56.6 million, and the number of tourism jobs by 7 per cent.



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# BioCity incubator offer to lure top Pfizer staff

By **SIMON ROBINSON**
[simon.robinson@kosmedia.co.uk](mailto:simon.robinson@kosmedia.co.uk)

A BIOSCIENCE business centre is hoping to lure Pfizer staff away from the county.

Start-up 'incubator' BioCity Nottingham is offering entrepreneurial employees the chance to set up their own fledgling companies in the East Midlands.

To sweeten the deal, any Pfizer worker who chooses to make the move and launch a new pharmaceutical venture is being offered 12 months' free space at BioCity.

The offer comes just a week after the Government's Pfizer taskforce announced that keeping the drug firm's scientists in Kent was its main aim.

Science minister David Willetts said: "The priority must be to hold on to the highly skilled workers at Sandwich and ensure the world-class research there continues."

BioCity's chief executive, Dr Glenn Crocker, said there were a number of science-based start-up facilities looking to lure Pfizer workers away from Kent.

### Attributes

"There is an enormous difference between undertaking research and development within a global pharmaceutical company and undertaking the same work as an entrepreneur, running your own business," he said.

"Entrepreneurship isn't for everyone, but for those who have the attributes and drive to create their own business, it is vital that they are supported to develop the commercial skills to thrive in this entirely new environment.

"Facilities like BioCity in Nottingham, and others across the UK, are providing these scientists with an environment in which they can find the support they need to plot a commercial path to success."

BioCity made a similar free-space offer to scientists at drug firm AstraZeneca's research facility in Charnwood, near Loughborough, which closed last year. More than 1,200 employees were affected.



**START ME UP:** Pfizer's skilled workforce is attracting overtures from outside the county

A BioCity spokesman said: "Just a year ago, BioCity responded to the AstraZeneca Charnwood closure plans by offering a package of support to former employees including training, advice and office or lab accommodation.

"As a direct result, several new ventures have emerged. Such immediate and practical intervention provides a model to both Government and the pharmaceutical industry looking to take some of the pain out of the recent Pfizer announcement."

But Pfizer's senior vice-president and site head at Sandwich, Dr Ruth McKernan, said she was hopeful the Government's taskforce could find a future for the R&D site and its 2,400 workers.

"Sandwich has an extremely talented workforce and excellent facilities," she said.

"Our priority is to work together to explore external partnership opportunities in an effort

to preserve jobs and activity on the site."

Business secretary Vince Cable has given the Pfizer taskforce a 30-day deadline to draw up a list of viable options that could secure the future of the Sandwich site.

• A BUSINESS breakfast – Life After Pfizer – will be held in Sandwich next month.

The event will feature a series of short talks from senior figures who will advise on the business opportunities in east Kent following the announcement of the closure of the pharmaceutical giant's European research and development site.

The networking breakfast runs from 7.30am to 9.30am on Friday, March 11, and costs £12 for chamber of commerce members, £16 for non-members. To book a place, phone 01843 609289 or email [manager@tekco.co.uk](mailto:manager@tekco.co.uk). The breakfast is being co-organised by the Thanet and East Kent Chamber and the Dover District Chamber of Commerce.

# 'Signs of stability' despite jobless rise

EMPLOYMENT minister Chris Grayling says the labour market shows signs of stabilising, despite a rise in unemployment across the UK.

Figures released by the Office for National Statistics (ONS) show the number of jobless in the UK rose by 44,000 to almost 2.5 million between October and December last year.

The number of Jobseeker's Allowance (JSA) claimants has also risen, up 2,400 last month to 1.46 million.

Of those, 26,586 are from Kent. Medway is home to the highest number of JSA recipients (6,508), followed



Chris Grayling

by Thanet (4,284) and Swale (3,138).

Mr Grayling accepted that the figures were high but pointed to a sharp rise in the number of job vacancies as a sign of an improved economic outlook.

"It's been a difficult few months in the labour market, but things do now seem to be stabilising," he said.

"That the number of vacancies has risen to half a million across the coun-

try, the highest in two years, is particularly encouraging.

"The challenge for us now is to push ahead with our welfare reforms as quickly as possible so we start to move more people off benefits to take advantage of those vacancies."

• JSA claimants: Kent – 26,586; Ashford – 1,903; Canterbury – 2,173; Dartford – 1,921; Dover – 2,275; Gravesham – 2,416; Maidstone – 2,265; Medway – 6,508; Sevenoaks – 1,234; Shepway – 2,562; Swale – 3,138; Thanet – 4,284; Tonbridge and Malling – 1,352; Tunbridge Wells – 1,063.



# Comment

IT'S difficult to place a figure on the full financial fallout of Pfizer's decision to shut its Sandwich research and development base. The pharmaceutical firm's 2,400 on-site employees are of course to be made redundant over the next 18 to 24 months.

Then there are up to 3,000 more workers who are indirectly employed by Pfizer, such as caterers, cleaners and maintenance staff, who will find themselves forced into looking elsewhere for a job.

But the financial shockwave will spread further still should a new owner, or purpose, for Pfizer's high-spec research-and-development site not be found.

With some 5,400 people facing redundancy as a result of Pfizer's departure, retail, leisure and other associated industries are certain to feel the knock-on effect.

High-street shops, restaurants, bars, cinemas, cafés, hotels, theatres and car dealerships will all suffer as the thousands affected collectively tighten their purse strings.

One aspect of the closure that has so far not been widely considered is the potential knock-on effect on the county's housing market.

It is likely that Pfizer's much-sought-after skilled employees will take advantage of a shortage of scientists by taking up positions outside the county or even country.

Such an exodus would leave hundreds of high-end homes vacant, sending buyer demand tumbling and perhaps house prices with them.

A lot depends upon the Sandwich economic development taskforce, set up by the Government in the hope of delivering a range of proposals for minimising the impact on the east Kent economy.

The taskforce, chaired by county council leader Paul Carter, has been given 30 days to find viable ways of keeping Pfizer's workforce in the area before it submits its findings to business secretary Vince Cable.

If the taskforce does not manage to identify a prosperous and realistic future for the huge Sandwich site, its failure could cost east Kent for years to come.

BUSINESS EDITOR, SIMON ROBINSON



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## Firm's relocation leads to expansion

EMPLOYMENT screening firm Jefferson Hunt is looking to expand after relocating its head office to Kent.

The company, which offers comprehensive background checks, verifying would-be employees' credit, education and employment histories, has moved from Essex to Watlington, near Maidstone.

Jefferson Hunt plans to increase its workforce to about 20 within the next 12 months. The firm's Angus Buchanan praised Locate in Kent for its help in assisting with the company's move into the county.

"During my three-year search for

property in the county, Locate in Kent provided invaluable support and assistance and numerous lists of properties to view," he said.

"The agency is an excellent source of information and I was able to call on the company when I needed to procure local services and was given excellent contacts, including IT and telecoms companies. I can't praise Locate in Kent highly enough.

"Kent also represented a great opportunity for Jefferson Hunt, since here we have access to a large number of the type of highly experienced and highly-skilled ex-City workers we

need to undertake our reports. On a personal level, I can also be in the City and in front of clients within an hour – a crucial benefit to our business."

Locate in Kent chief executive Paul Wookey said: "The business-services industry is strong in Kent and during this financial year has been one of the top sectors among projects we have assisted.

"It is important that companies such as Jefferson Hunt continue to be attracted by our message that the county's proximity to the City and its cost-effective properties make it an unrivalled business location."

## JCB scoops order as hire specialist replaces the fleet

SPECIALIST hire firm H.E. Services has signed a £14 million digger deal with JCB, writes Simon Robinson.

The Strood-based excavator hire company placed the huge order – equating to 350 new vehicles – at JCB Transmissions in Wrexham.

The deal was signed in the presence of Chancellor of the Exchequer George Osborne during his visit to the site.

H.E. Services chairman Hugh Edeleanu said: "Our company's mission is to provide the best quality service and most extensive range of machines and attachments for our customers and this big investment in new JCBs is critical to delivering that promise.

"We pride ourselves on having Britain's most up-to-date fleet of machines and are committed to replacing that fleet every two or three years to ensure customers get the most efficient, powerful and high-performing products on the market."

JCB chief executive Alan Blake said: "This order follows a number of major deals secured so far this year and we are delighted that a company of H.E. Services's reputation has chosen JCB when updating its fleet.

"H.E. Services is a long-standing



INFRA DIG: Chancellor George Osborne flanked by JCB chief executive Alan Blake (left) and HE Services chairman Hugh Edeleanu

JCB customer so it is testament to both the quality of our machines and service back-up that we have retained this important business.

"This year has got off to a flying start. Our order books are in their healthiest position for four years and the outlook for the rest of 2011 is extremely promising."

H.E. Services is the UK's largest

specialist excavator hire-company and boasts a 2,000-strong fleet of excavator machinery, offered for hire via 12 depots nationwide.

The firm, founded in 1972, employs more than 1,000 staff. Away from its hire business, the company is also known for its four Diggerland theme parks, in Strood, Devon, Durham and Yorkshire.

## Restructure threat to sports outlets

SPORTS retailer JJB has announced plans to shut up to 95 stores as it struggles to keep pace with industry rivals.

The firm, which has outlets in Dover, Canterbury, Maidstone and Hempstead Valley, Gillingham, plans to close 45 stores in the next 12 months and keep 50 on review for two years.

JJB Sport bosses are in negotiations with landlords regarding Company Voluntary Arrangements (CVA) which will enable the firm to push ahead with the cuts. The CVA

will see rent for stores reduced and payments made monthly rather than quarterly.

Chairman Mike McTighe said: "The board and management team are working urgently on a fundamental restructuring plan which will significantly strengthen JJB's finances and build on the group's strengths.

"We are confident that, with the support of key stakeholders, we can complete this restructuring in the coming weeks."

JJB employs 6,300 staff in more than 250 stores nationwide.





**TURBINE** manufacturer Vestas saw profits rise 25 per cent in the past year, thanks largely to the Thanet offshore windfarm. The Danish group provided parts for the Kent windfarm – the largest offshore windfarm yet built – which was hooked up to the national grid in September, last year.

Net profit rose from £125 million in 2009 to £156m in 2010. UK equipment deliveries during this period soared to 530 megawatts (MW), a leap from 120MW on the previous year. The Thanet windfarm accounted for 300MW of these extra shipments. The 100 Kent turbines, in eight lines, can generate enough energy to power 200,000 homes.

**MORE** than 825 million loose bananas will pass through George Hammond's Port of Dover base this year. The fresh-produce firm hit the huge sum – enough to stretch almost halfway round the world – after securing a new service with Seatrade, which will import the fruit from Ecuador.

MD James Ryeland said of the deal: "This is great news. We've seen steady growth over the past year and 2011 is already looking positive with the addition of this new service."

"The Port of Dover have been supportive and offered us operational flexibility, which means we can welcome these new ships and concentrate on securing new business."

George Hammond will also see 10 million melons and pineapples pass through on the way to supermarkets across the UK before the year is out.

**ALMOST** four out of five businesses in the region have admitted they break the law by failing to have a minimum number of trained first-aiders.

A survey by St John Ambulance revealed that 79 per cent of South East businesses fell short of office health-and-safety regulations. St John Ambulance has launched an online survey to help determine whether firms are meeting statutory first-aid requirements. The organisation will then provide advice and training, as necessary. To complete the survey, visit [sja.org.uk/survey](http://sja.org.uk/survey).

**LUXURY** homes developer Green Amber has picked up an industry award. The Westerham-based company took first prize at the Premier Guarantee Excellence Awards in the single-unit development-of-the-year category. The firm earned the award with a high-spec seven-bedroom family home.

George Micallef of Green Amber said: "We're thrilled to have won – recognition from our peers is an honour. We are proud of all of our developments and designs and work hard to ensure none of our properties is ever the same. Each house is unique, from concept to completion."

The Premier Guarantee Excellence Awards are in their fourth year and recognise the best of the UK housing market.

**FIRST-TIME** buyers have nominated an Ashford residential block for an industry magazine's annual awards.

The Latitude Walk complex has been shortlisted in the First Time Buyer Readers' Awards best-small-development category. Developer Moat has also been nominated for most imaginative marketing campaign (Bridge House, Croydon) and best website. Moat's director of sales and marketing, Marilyn DiCara, said: "To be shortlisted in one category would have been great, but three is amazing."

"Winning one of these awards would be the icing on the cake because they are voted for by the people we aim to reach with our services."

# Punching above our weight with tourism

By **SIMON ROBINSON**

[simon.robinson@kosmedia.co.uk](mailto:simon.robinson@kosmedia.co.uk)

**TOURISM** contributes £3.2 billion to the Kent economy and supports 63,000 jobs, new research has revealed.

An independent study based on statistics gathered from 2009 shows the industry has boomed since the last review was conducted in 2006.

The number of visitors to the county rose by 8 per cent to 56.6 million. They spent almost £2.6 billion, up 9 per cent on 2006.

A further £176.2 million was spent in the county by visitors on their second homes and boats, and by friends and relatives entertaining guests – a 25 per cent increase.

## Demand

The number of jobs created in tourism rose with increased demand, up 7 per cent in the three-year period.

The study was commissioned by Visit Kent. Chief executive Sandra Matthews-Marsh said: "These tremendous results really demonstrate that Kent and Medway is increasingly recognised as a top UK destination both at home and abroad."

"Visit Kent is a not-for-profit organisation bringing together local authorities and our 3,000 tourism, leisure and hospitality businesses to market our county in a way that no individual business or organisation could do

## FACT FILE

### Kent tourism survey

- 56.6 million visitors – up 8 per cent
- They spent £2.6 billion – up 9 per cent
- 51.5 million day-trippers – up 8 per cent
- They spent £1.76 billion – up 9 per cent
- UK residents made 4.3 million domestic overnight trips to Kent.
- Associated expenditure reached £567m, with the average spend per person of £131.49 per trip

on its own. Together we are punching far above our weight.

"Our innovative partnerships, which are developing all the time, are adding so much value to our campaigns and our marketing reach."

"I am confident that when the next survey is done, based on data collected in 2012, the

results will be even more impressive."

The study also revealed there were 4.3 million domestic overnight trips to Kent in 2009, with Medway, Canterbury and Thanet providing the most popular destinations.

Expenditure associated with domestic overnight trips was £567m, with an average spend per person of £46.78 per night and £131.49 per trip.

The 810,000 overnight trips to Kent by overseas visitors was an increase of 3 per cent on 2006, with Canterbury and Ashford being the biggest draws. Overseas visitors spent a total of £263.3m – 9 per cent more than in 2006.

All parts of the county enjoyed an increase in the number of day trips made to and within the county in 2009, which totalled at 51.57 million – an 8 per cent increase in volume overall compared with 2006.

## Assets

The day-trippers were also spending more – at £1.76bn, a 9 per cent increase.

KCC's economic development chief Kevin Lynes said: "Tourism has made a massive difference to many businesses and to local people and it is clearly an important growth sector for Kent."

"It is the only sector that allows us to build growth without laying bricks, but by using our natural assets."

"So these are excellent results and we are committed to developing our tourism, leisure and hospitality economy even further and positioning Kent as a top UK destination."



## Airport's expansion inquiry under way

AN INQUIRY into the £25 million Lydd airport expansion plans began on Tuesday.

Officials will look at a range of issues in the next 13 weeks, including noise, ecology, nuclear safety and the socio-economic implications.

Airport bosses say the proposals will give the area a much-needed economic lift, creating hundreds of jobs and bringing tourists – and revenue – to south-east Kent.

Opponents argue that any expansion would have a devastating knock-on effect on wildlife and coastal wetlands.

Writing on the Business for Kent website, the Friends of the North Kent Marshes said: "We are passionate about protecting our natural heritage here in north

Kent and the same goes for the precious habitats down on the south coast. We truly believe that there should be no further expansion at Lydd airport."

"As Kent residents we feel that we should be looking to make the most of these wonderful natural assets which bring long-term sustainable benefits and opportunities to the area for jobs in green tourism and habitat management."

"The area's unique habitats and wildlife are protected under national and international law and it would be totally wrong to put them at risk through the inappropriate development of a large airport."

A final decision on the application is not expected until the end of the year at the earliest.



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## We must not fail next generation

by Belinda Phipps, NCT chief executive

IT IS DIFFICULT to pick up a newspaper or log on to a news website without being bombarded with speculation and opinions about the economic situation.

One week the headlines are announcing fears of a double-dip recession, the next Labour leader Ed Miliband is saying that spending cuts "risk betraying a generation of young people".

In the last Budget, Chancellor George Osborne announced cuts and reductions to grants and benefits, the effects of which are now starting to be felt.

NCT, the UK's largest charity for parents, is concerned these measures will hit us where it hurts the most – the future generation.

An average couple with two children and one on the way, and a household income of £24,000, could already be seeing themselves close to £1,000 down, with further cuts on the way later this year.

Health In Pregnancy Grant was abolished from January 1 (£190 gone), the Sure Start Maternity Grant was restricted to only the first-born child from April (£500 gone), and the Child Trust Fund was abolished, with Government contributions ceasing from January (£250 gone).

### Struggle

Other measures being introduced that will affect families include the freezing of child benefit from April until 2013, and scrapping them altogether for households where either mum or dad is a higher-rate taxpayer – a move affecting 1.5 million families.

On top of this, VAT has risen to 20 per cent and National Insurance is set to rise to a basic rate of 12 per cent in April. The average price of a basket of groceries has risen from £67.49 a year ago to £70.49. NCT wants new families to be free from being pulled apart by the struggle to meet their financial needs and feel able to meet the needs of their baby.

We need to help those who are planning to raise a family in these difficult times of public-expenditure cuts. NCT knows that having a baby can be expensive: clothes, toys, equipment, food and nappies all cost money that parents have to find from somewhere. There are many ways NCT is already helping families in your community.

Our nearly-new sales are a lifeline for cash-strapped families, providing an alternative to forking out for new baby products and an opportunity for parents to make money from selling clothes and equipment they no longer need. Last year, more than 200,000 parents attended an NCT nearly-new sale.

# From a dinosaur

KOSmedia BUSINESS WEEK

## THE BIG INTERVIEW

**D**INOSAURS roamed the earth 220 million years ago. They flourished over the next 155 million years, evolving and spreading across the globe before eventually dying out 65 million years ago.

There followed 63 million years of relative stability. Early man eventually arrived on the scene two million years ago and picked up where the dinosaurs left off – evolving and multiplying.

Skip forward ever so slightly to just 41 years ago and fossil enthusiast Terence Collingwood came into existence.

He turned his passion for dinosaurs and fossils into a full-time business – I Dig Dinos – five years ago.

Speaking at his Rochester shop, a fossil-fanatics paradise, Collingwood explained how his hobby slowly became his job.

"I was always fascinated with dinosaurs and fossils but, having no background in paleontology, was unaware that you could own your own."

"I assumed, like most people, that all the best fossils ended up in museums. The last

**Fossil collector Terence Collingwood, right, turned his hobby into a business in 2002 as a means of his ensuring he could continue to add to his collection. After his online enterprise took off, he launched the I Dig Dinos e-shop three years later and opened a store in Rochester the following year. His company is the UK's sole dinosaur shop supplying a range of fossils in the UK. He spoke to Business Week editor SIMON ROBINSON.**



decade has been a real eye-opener for me as I've found out just how rich our fossil deposits are and how affordable they can be."

Armed with this information, Terence began collecting fossils from across the globe.

It was when this collection began to take over his home that he started selling some items online.

Having established a network of buyers and needing a physical presence to display and store stock, the I Dig Dinos shop was opened in 2006.

It was at this time that Collingwood gave up working full-time in IT to commit to fossils, a decision he found easy.

"I committed to the business just before the recession hit. Back then I was doing more trade in fossils and dinosaurs part-time than I'm currently doing full-time, unfortunately."

"So it was an easy decision to give up work I didn't particularly enjoy to import and sell fossils."

Business was booming, especially overseas, which originally accounted for 60 per cent of revenue. The success was based on a lack of competition.

Collingwood's business is one of just six dinosaur shops in the country and the sole provider of a range of fossils in the UK.

He said: "One of the good and bad things about what I do is that there is no real money to be made – I do it largely for the love of it."

Collingwood buys items from the US, including the dinosaur fossil mecca of the Hell Creek Formation, which is around the size of the UK. The fossil fan also buys items face-to-face at an annual industry show in France.

Although he has the pick of the market, from £4 dinosaur teeth up to high-end rare collectors' items,

Collingwood said his business model was clear from the outset.

He said: "The original remit was to supply affordable fossils. I wanted the business to be exactly what I would have wanted when I was younger. Most of the fossils on offer are £10 or under. I sell some pieces from my personal collection and have some specialist pieces, but the majority of my stock is affordable."

The shop now accounts for 85 per cent of Collingwood's total revenue, thanks largely to its location in the visitor-rich heart of historic Rochester high street. The stock has



CAUGHT IN TIME: Fossilised fish for sale

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## TERENCE COLLINGWOOD'S CV

- 1987 - left school educated to A-level in maths
- 1992 - started work at Thamesport, originally as a data-inputter but then in programming and IT support
- 2001 - started buying fossils "when I found out Ebay had some"
- 2002 - started selling spare fossils to support buying more fossils
- 2005 - started I Dig Dinos to sell professionally from home
- 2006 - left Thamesport and opened first shop in Strood
- 2007 - moved to bigger premises in Rochester
- 2010 - moved to current shop



# hobby to roaring trade



**ROCK SOLID:** Terence Collingwood with stock at I Dig Dinos, the location of which has 'seen him pull through'

diversified into crystals, toys, jewellery and fluffy dinosaurs, a move that has seen the scope of I Dig Dinos customers expand. Collingwood said: "I cater for everyone. My youngest customers are probably three to four years old. "Their parents buy the toys, but hopefully that will spark a passion for dinosaurs they will want to continue when they're older and move into collecting fossils.

"We also deal with industry professionals. I send bugs captured in amber to a professor in Austria. "And just last week I had representatives from The National History Museum here buying supplies for their outreach work as they're not allowed to use items from their own collection. I appeal to everyone." As for the future, Collingwood says he has no plans to expand.

"I enjoy fossils and have no plans to move into the world of franchisees. My internet presence may increase, but there's a limit to what you can do. "The recession has hit me, and the last four years have been a struggle, but the location of my shop has seen us pull through. "I can see the business carrying on with this location and as long as I can carry on then I'm happy."



**EVOLVING:** Collingwood has branched out into crystals and soft toys



**WELCOME:** The I Dig Dinos fossil shop in Rochester high street

## TERENCE'S TOP TIPS

- Know your product
- Don't overstretch financially – you never know when a recession will hit
- Put in the time and effort – especially if self-employed
- Be prepared to diversify when required
- Get support from professional organisations
- Enjoy your work
- Always appear professional
- Utilise the internet
- Check competition and do market research
- Be competitive or offer a little extra

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# Firms await impact of budget cuts knock-on

COUNCIL cutbacks of more than £115 million will have a huge impact on Kent's businesses, according to authority finance chiefs, **writes Simon Robinson.**

Severe Government spending cuts have left Kent County Council with a £95 million funding black hole, while the unitary Medway authority has a £23.5m shortfall.

While both councils have promised they will not counter the funding restrictions with council-tax rises, a move welcomed by recession-hit residents, Kent business looks set to fare much worse.

## Efficiency

KCC leader Paul Carter said the authority would have to become a "leaner organisation", while Medway Council money-men spoke of enforcing "efficiency measures".

About 1,700 posts will be lost across both authorities – leaving those who cannot be redeployed internally facing redundancy – while council deals with Kent contractors are sure to be reined in.

This all contributes to a bleak outlook for firms across the county.

Medway Council's finance boss and deputy leader Alan Jarrett said: "You're right to identify the problem. Unfortunately, there's not



**POSITIVE: KCC's John Simmonds**



**SHORTFALL: Alan Jarrett of Medway**

much we can do. The main thing we have to do is try to maintain spending on frontline services.

If people do not have money, that's another matter.

"What we've done in Medway is all we could have done. Other councils have done worse with more money. We've done well given the circumstances.

"We've tried to minimise the impact of the

knock-on effects the budget cut will have. In particular we've looked carefully at the 154 posts that will be gradually lost at the council. Where possible, workers will be redeployed."

KCC's cabinet member for finance, John Simmonds, said while their most recent budget was the most difficult it had ever faced, there were positive aspects.

"We have retained a capital spending programme of £772 million over three years," he said.

"This is less than we have been spending, but is still a considerable sum.

"Of course, some of this money will go to Kentish firms.

"During a three-year period, 1,500 posts will go but this is not new to us.

"We currently have 900 vacancies, and while I'm not pretending that these will marry up completely, it does give us room to redeploy a lot of affected workers.

Cllr Jarrett said he still felt strongly about the "unprecedented" 11.9 per cent funding cut. "I don't feel any different," he said.

"We had an unfair formula grant settlement under Labour and the new Government has carried on that system.

"In fact, the tinkering they have done has seen the South East receive less funding than the rest of the country, which has only exacerbated the problem."

## Sign up to fair play and reap the rewards

VISIT KENT is urging leisure and tourism firms to sign up to Fair Pricing and Fair Practice charters.

The county tourism champion hopes the pledges will reassure visitors that Kent businesses are committed to fair and reasonable trading and professional service.

The charters were launched in readiness for an influx of sports-mad visitors to The Open golf tournament in Sandwich this July and the London Olympic Games in 2012.

Visit Kent chief executive Sandra Matthews-Marsh said: This is an opportunity for Kent's 3,000 businesses in the sector to gain recognition and establish their credentials.

"Visit Kent is determined to lead the way in gaining recognition for our county as a leading destination and ensuring a legacy which will add value long after the Olympic baton has been passed on.

## Fantastic

"This will send a message to travel-trade businesses and visitors that we take our businesses seriously and are committed to fair trading and high standards."

KCC's community services boss Mike Hill said: "The Open is a fantastic opportunity for businesses and this initiative will help them showcase their commitment to quality.

"We want visitors to experience the best that Kent has to offer so they not only enjoy their stay this time but continue to come back."

Businesses signing up to the charters will be entitled to display Fair Pricing and Fair Practice marks on publicity material. The Bell Hotel in Sandwich, Ashford International Hotel and the University of Kent have already signed up.



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# Keeping cool is the solution

INSTALLATION experts Kent Office Solutions worked through the sub-zero snowstorms to meet a college deadline.

The Canterbury-based supply firm was employed to fully kit out a new Manston Business Park plot.

Clients Training Solutions – Thanet College's Business Training Centre took on Kent Office Solutions to furnish the college's reception, break-out areas and training rooms on the ground floor and a mixture of workstations, hot-desking, meeting areas and archive storage to the first floor.

Initial meetings were held in early October last year, when only the outer structure of the training centre was in place.

## Versatile

During the next few weeks, plans were exchanged by email to provide a definitive layout of the premises, helping other contractors to site M&E services correctly.

Products were then selected for each of the working areas based on cost-effectiveness and versatility.

The training rooms were to be equipped with a mixture of bench-desking for IT training, meeting tables and smaller tables capable of being moved for exam purposes.

The reception was designed to match the finish of all other furniture supplied, together with brushed aluminium to match the beautifully designed staircase.

Bench-desking for field workers was specified, together with desktop power and data modules to facilitate the use of laptops.

Bespoke mobile pedestals with handles were designed for the field workers, together with housing units based in the archive room for



**COMFORT ZONE:** Training rooms, kitchen and other areas at the Manston Business Park facility were installed by Kent Office Solutions

storage when not in use. The space above these units was filled with bespoke additional lateral filing units to ensure no space was wasted.

The project was finished on time despite large parts of the county's roads grinding to a halt under thick blankets of snow and ice.

Kent Office Solutions saw the final delivery of products on the target day and finished the job despite the need to work around other contractors who were putting finishing touches to their installations.

Their efforts on Training Solutions – Thanet College's new facilities were praised by director of business development Karen Evans.

"We selected Kent Office Solutions to work with as they gave us the confidence at the outset they could meet all our requirements and

expectations, including delivery within a short lead time," she said.

"We wanted to deal with a local company and were pleasantly surprised that Kent Office Solutions had the capabilities to handle a significant project effortlessly.

"From taking the initial brief, right the way through to installation, they understood what we were trying to achieve.

"They came up with stunning designs and innovative solutions, especially the mobile storage and housing units, which are now known affectionately to us as puppies and kennels.

"Despite continual reassurance from Kent Office Solutions, the greatest surprise came when delivery and installation were carried out on the promised day despite the huge

amount of snow we had all suffered over the previous couple of weeks. The excellent service did not finish with installation. As with all these things, there were snags. In one of the training rooms it was discovered some structural pillars protruded in the room, which was not shown on the original plan.

"Without fuss or additional cost to Thanet College, Kent Office Solutions went back to the drawing board and came up with a solution to modify the bench desks to fit the new slightly smaller wall space without compromising working area.

"Full marks to Adrian Ponting and his team for a truly professionally managed project."

Kent Office Solutions has recently been appointed dealers for Herman Miller, manufacturers of the Aeron chair.

## Kent counters report's downbeat forecast with cautious optimism

THE recent upturn in the commercial property market is likely to prove unsustainable, according to a new study.

The bleak forecast was made by consultancy Ernst & Young, which said December's 3 per cent price rise may not immediately lead to a long-term recovery.

Although the spike was the sharpest monthly increase in more than two decades, real-estate head Dean Hodcroft said this only indicated that investors were calling the bottom of the market.

He said: "Welcome though the bounce of activity has been, its sustainability is far from certain.

"The upturn has largely been based on investors deciding the bottom of the market had been reached, and the massive decline in prices over the past couple of years resulting in attractive opportunities."

The fragility of the banking sector is also thought to remain a major threat to recovery.

Ernst & Young's research found that banks are still highly vulnerable to defaults by property companies, and with vacancy rates still on the rise, and rents still falling, such defaults look set to increase.

Andrew Goodwin, the senior economic adviser to the group, said: "With demand likely to remain weak across all market segments as the UK economy stutters out of recession and the possibility of the banks' leniency and support for property companies waning, the most significant risks are all on the downside.

"It is difficult to see how the level of recent activity can be sustained."

The only bright spots of the research were linked to the weakness of the pound and London's position as a strong international market.

**KENT'S RESPONSE:** From a commercial property perspective, this year could best be described as one of 'cautious optimism'.

Having just returned from the UK Science Park Association national conference, it is clear Kent Science Park is performing well in terms of attracting and retaining knowledge-based businesses. We are receiving a healthy level of property inquiries, the challenge is converting them into new arrivals and employment opportunities for residents.

A number of our tenants are growing and demanding extra space, which reinforces our long-term confidence in the park. We are continuing to invest significant sums in our on-site infra-

structure and facilities, as well as highlighting the need for a new road linking the park to the M2 via a new junction.

Investment in road infrastructure would underpin not only the park's ability to attract new businesses and jobs, but also the wider regeneration of Sittingbourne and Swale.

With more than 45 per cent of the 1,190 workers at the park living within three miles of the gate, the park's ongoing success means employment growth for Swale and all that that means for the local economy.

JAMES SPECK, director, Kent Science Park

• The Ernst & Young report gives a national perspective of the commercial property market – and the annual Kent Property Market Report shows that Kent does not tend to experience the same peaks and troughs in property rents and costs.

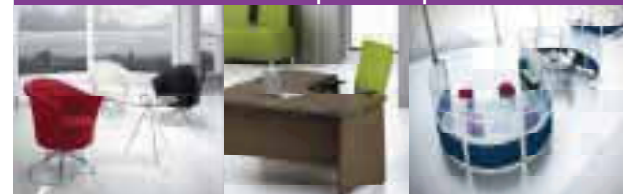
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